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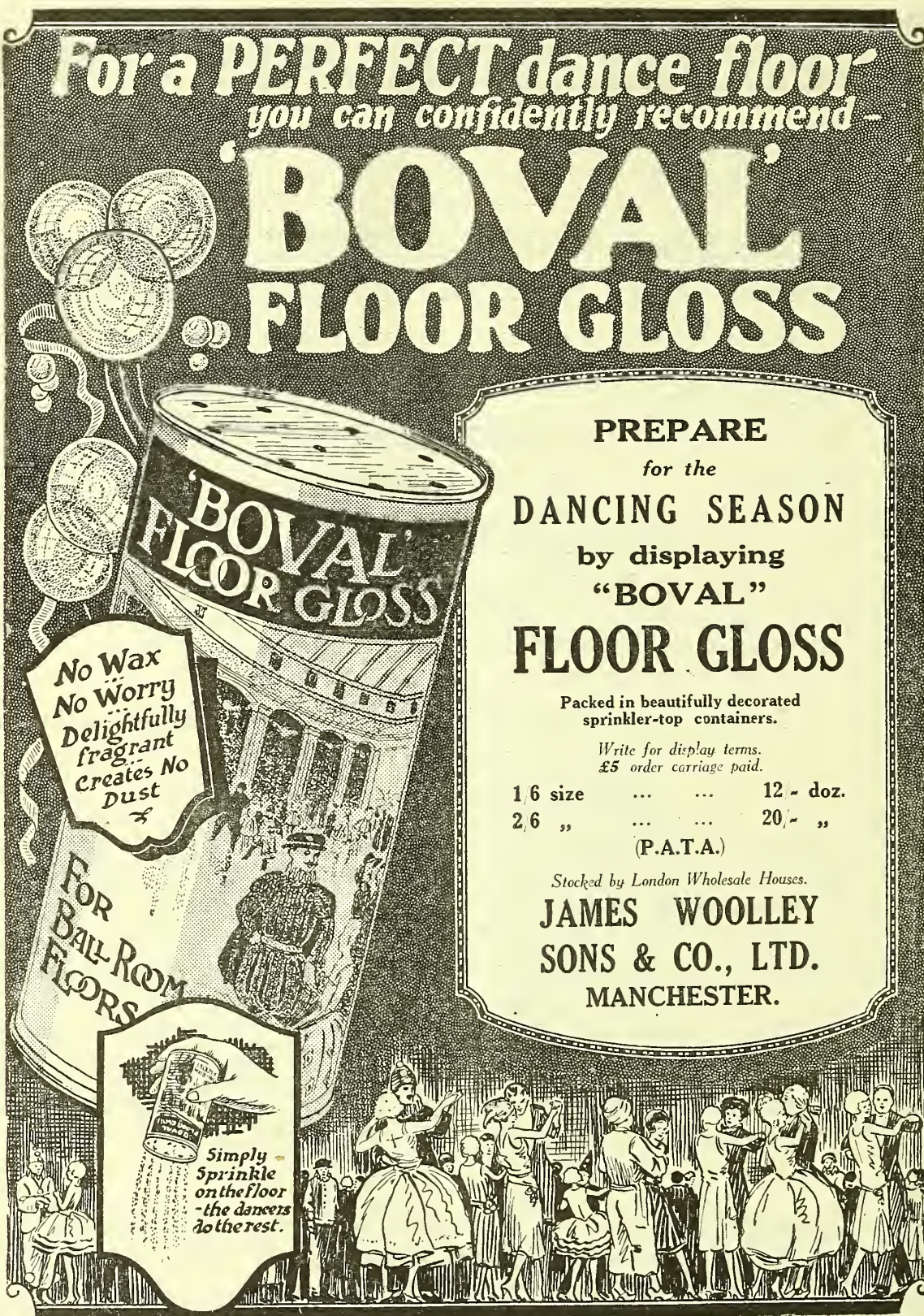
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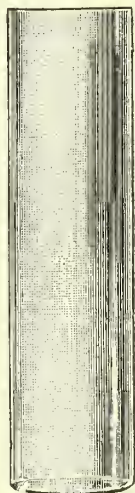
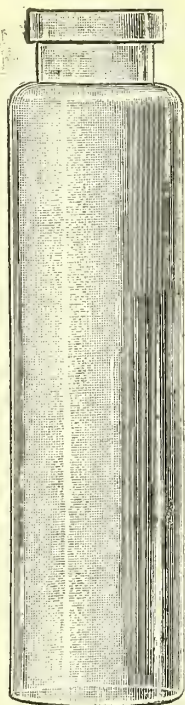
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Accurately made with flat bottoms. Not moulded.

WHOLESALE AND EXPORT

Proprietary Article Manufacturers' requirements specially catered for.



PHONE : TUDOR 3244

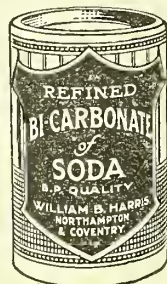
Glass Products Ltd., 125 High Road, East Finchley, London, N.2



**ROBINSON'S of
CHESTERFIELD
for
CARDBOARD
BOXES**

ROUND · OVAL · SQUARE · FOLDING

ROBINSON & SONS LTD.
CHESTERFIELD & LONDON



BEADED BOXES

The boxes illustrated above are finding increasing favour amongst chemists. They are dust-proof and air-tight and of a very attractive appearance.

Fitted with a flanged metal lid which is easily lifted out they form a very useful container.

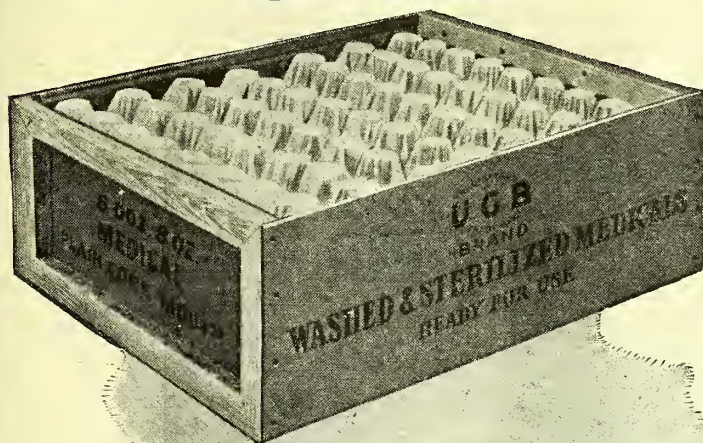
Blank panel on reverse side for printing in Customer's name and address.

ROBINSON & SONS, Ltd.

Manufacturers of ROUND, OVAL, SQUARE AND FOLDING
CARDBOARD BOXES.

CHESTERFIELD

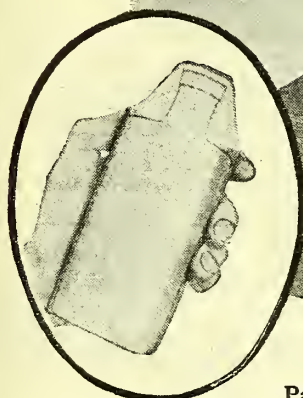
The **NEW** U.G.B. MEDICAL BOTTLE Service



Indispensable to the busy dispenser

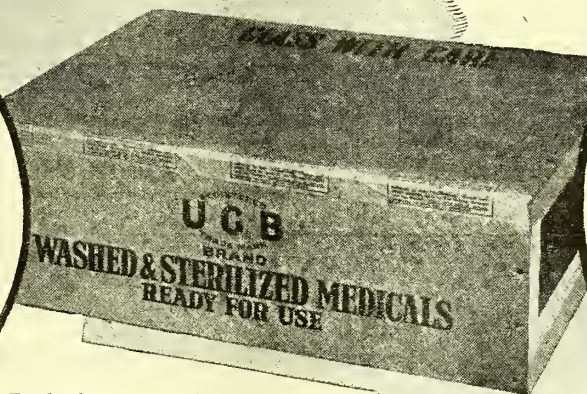
Photograph of actual package of Cork-mouth bottles with cover removed.

Washed & Sterilized—ready for use



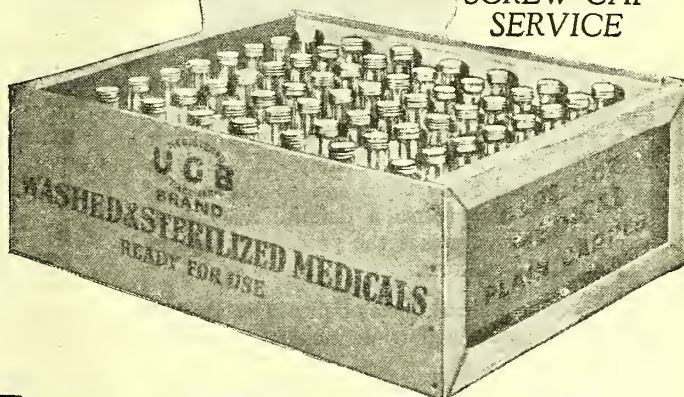
CORK MOUTH SERVICE

Packed in sealed non-returnable standardized fibre cartons.



SCREW CAP SERVICE

Photograph of actual package of Screw-cap bottles with cover removed.



NOW AVAILABLE FROM LEADING WHOLESALE DISTRIBUTORS.

UNITED GLASS BOTTLE MANUFACTURERS · LIMITED

The largest manufacturers of Glass Bottles in Europe.

Head Offices :

40-43 NORFOLK ST., STRAND, LONDON, W.C.2.

Telephone : Temple Bar 6680 (10 lines).

Telegrams : "Unglaboman," Estrand, London.

Goods which aid beauty are
sold easiest in dainty boxes.

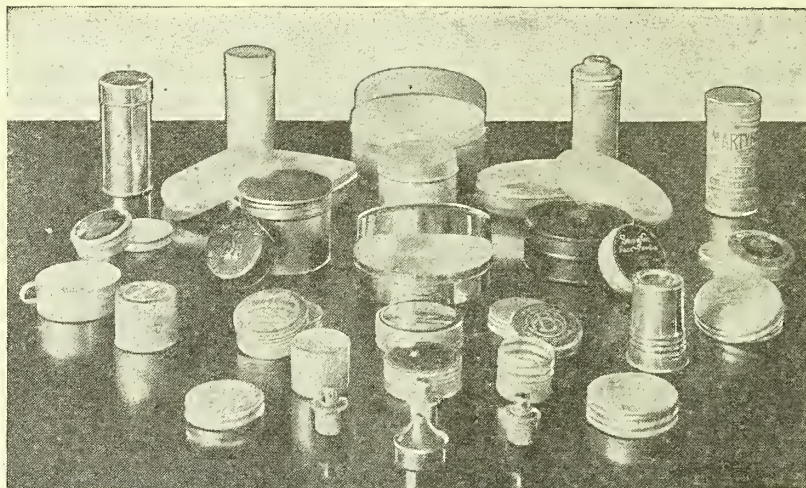


Illustration by courtesy of Messrs. H. G. Sanders & Son, Ltd.

Aluminium Containers & Caps

THE BRITISH ALUMINIUM CO., LTD., ADELAIDE HOUSE, LONDON, E.C.4.



FAIRY DYES
IN
30 SHADES

Have you got A FAIRY DYES' WINDOW CURTAIN?

Already throughout the country retail shops are displaying these window curtains to their great advantage. Not merely does it help them to sell Fairy Dyes and so add to their profit, it also forms a definite magnet of attraction and makes the passer-by stop and look in the window.

This is as it should be as Fairy Dyes want to help all round and while incidentally selling

more Fairy Dyes they want to see their customers prosper.

This is a helping hand—clasp it by sending to-day for a Fairy Dyes' window curtain.

It can be trimmed to fit your window and you will always be glad you took advantage of this offer. It comes to you free and post free, and is a gift you will really appreciate.

Fairy Dyes, LTD.

WELL ROAD,

GLASGOW

London Depot: 292 UPPER STREET, ISLINGTON, N.1.

"Sales ahead"

AYRTON'S famous
Emulsion, assisted
by their equally
famous display
and sales schemes

*This fine model
for Window Display*

**Cream Emulsion
of
COD LIVER
OIL** (With Hypophosphites)

Size	33%		25%		33%
	Eight styles of labels		Eight styles of labels		"Fleet Brand" Cartoned per doz.
	per doz.	gr. lots	per doz.	gr. lots	
ozs.					
4	7/9	7/6	7/6	7/3	9/-
6	9/9	9/6	9/3	9/-	11/-
8	11/6	11/3	11/-	10/6	13/-
12	15/3	14/9	14/6	14/-	17/-
16	18/-	17/6	16/6	16/-	20/-
20	21/6	21/-	19/6	19/-	—
24	24/9	24/-	22/9	22/-	—
32	35/6	34/6	32/6	31/6	—

Buyer's name and address on three dozen or more
Special prices for contract quantities

FISHERMAN MODEL.

26 inches high, oil-painted in
natural colours, is given gratis
with all first orders for one gross

AYRTON, SAUNDERS & CO., LTD.,
Hanover Street, LIVERPOOL, Eng.

Our famous LIGHTHOUSE MODEL is also
available for those who prefer it, or desire
an alternative window display.





GUARANTEED PURE ENGLISH PEPPERMINT OIL

Grown & Distilled from Mitcham Plants
By

Chivers & Sons Ltd.,
Histon, Cambridge, England.

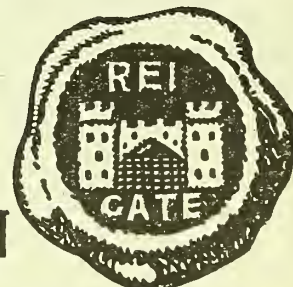
SAMPLE AND QUOTATION ON REQUEST FROM THE SOLE SELLING AGENTS
BRUCE STARKE & CO., 16 WATER LANE, GREAT TOWER ST., LONDON, E.C.3

OIL of LEMON

SOLUBLE OIL of LEMON

TERPENELESS OIL of LEMON

SESQUITERPENELESS OIL of LEMON



The pen may be mightier than the sword, but it is a poor weapon with which to prove the quality of these products. A much weightier argument is a trial order and an actual test.

White, Tomkins & Courage Ltd.

REIGATE, Surrey.

Telephone : Reigate 480

Telegrams : Esswhite, Reigate



VAPEX

CURES COLDS



**Relieves
coughs**

**Put a drop
on your
Handkerchief**



**Prevents
Flu**

**Where there are crowds
there are germs**



**Breathe the
Germ Killing
Vapour**



THE NEW WINDOW DISPLAY

BONUS TERMS NOW IN OPERATION

THIS new showstand will look well in your window. The large photographic illustrations are in natural colours and explain at a glance just how "Vapex" is used. Passers-by will find these life-like figures unusually attractive. The screen measures 22½" x 27½" and is designed to give you the minimum of trouble and the maximum of effect. If you are not already acquainted with the

special display terms now in force we shall be pleased to send full particulars. Now is the time to prepare for the Autumn demand. "Vapex" advertisements are appearing in more than 50 journals of national and international circulation. Every advertisement directs readers to the Chemist. More people will be reading about "Vapex" this season than ever before. Will you please be ready to supply?

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES Ltd., West India House, Liverpool



THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
 ESTABLISHED 1797.

D/325
COPYRIGHT

MERCOLIZED WAX

— : for the Complexion : —

and

STALLAX

— : a Shampoo : —

TWO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

Both are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

Order through your Wholesaler, or direct from :

DEARBORN (1923) LIMITED

37 GRAY'S INN ROAD,

LONDON, W.C.1.

Telephone - - - HOLBORN 9669

Nuctone

*Order through your usual
wholesaler, or from*

J. C. GAMBLES & CO. LTD.
211 BLACKFRIARS ROAD,
LONDON, E.C.1

FOR GREY HAIR —

NUCTONE ECLAIRE, ECLAIRE CONCENTRE
NUCTONE AND NUCTONE CONCENTRE

Manufactured by

**STEWART, GOODALL
& DUNLOP, LIMITED,**
4 DERING STREET,
LONDON, W.1



GREY HAIRS

← appear just here.

TOUCH THEM UP WITH

TATCHO-TONE

and they will instantly recover their natural shade. Medical Guaranty with each bottle. Chemists' Prices 2/6 and 4/6

TATCHO-TONE CO., 5 Great Queen Street, London, W.C.2

Triat Phila

8^d

Post Free

BUY AND SELL ◯
Mermaid

Spencer
Bros.

FACE CLOTHS

London,
E.C.4

British Made

Sunshine Remedies

INCLUDING THE NOW FAMOUS

ANTI-ACID TABLETS, "TOXINICON" for Rheumatic diseases

GOLDEN-RAY SHAVING SOAP The only Soap with antiseptic Vaseline centre

SOLEIL D'OR PERFUME & TOILET PREPARATIONS

London Chemists are invited to send their "Sun Ray" patients to our private rooms. Trained Staff in attendance

ASK FOR DETAILS.

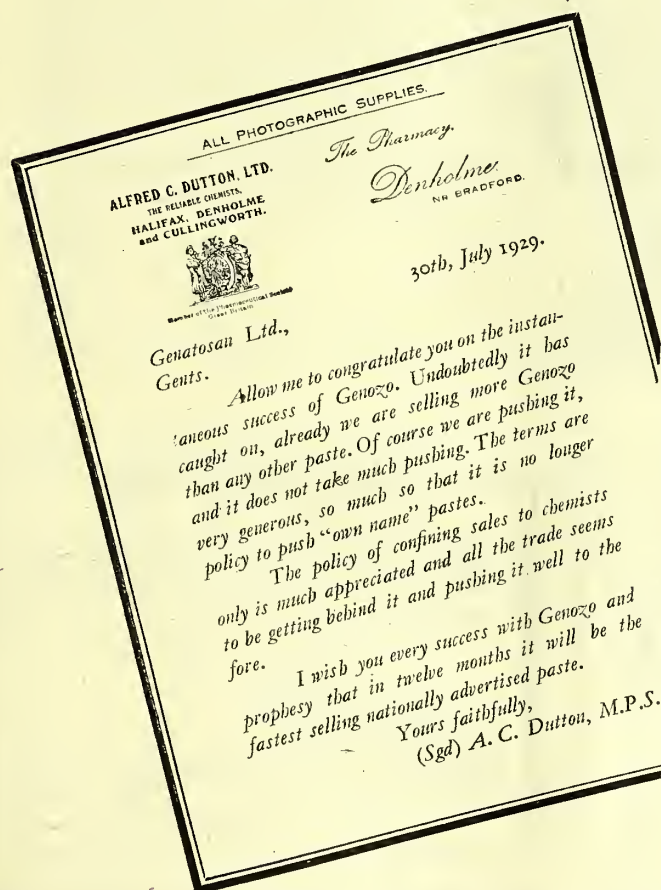
Write for Descriptive Catalogue,

Sunshine Remedies, Ltd.

8 West Halkin Street, S.W.1

Telephone : Sloan 4133.

"Genozo... **will lead toothpaste market** **in twelve months"**



SAYS YORKSHIRE CHEMIST

We naturally hope Mr. Dutton is correct. Of one thing we are already certain, GENOZO has stood the acid test of public trial. It lives up to every claim. Dentists themselves are using it, and the weight of professional opinion is entirely in its favour. The price is right. Your profit makes it worth while, and sales are *actually* confined to the chemist's trade. Steady, well planned and enthusiastic advertising will keep it in the public eye. Let your window and counter turn this tide of popular favour into sales. There's a sound, quick profit for you on every tube.

GENOZO

BRAND

THE NATIONALLY ADVERTISED TOOTHPASTE
THAT GIVES YOU 33 $\frac{1}{3}$ % ON TURNOVER

Sales are *actually* confined to the Chemist's Trade

MADE BY GENATOSAN LTD., LOUGHBOROUGH, LEICESTERSHIRE

SPHERE SUPERB POWDER PUFF

A new Puff made of Sylkie-down Velour. The pile on this beautiful puff is produced in such a way as to retain just sufficient powder to enable the user to apply it smoothly and evenly, without streaks, as is the case with coarser materials.

Supplied in assorted colours and sizes.

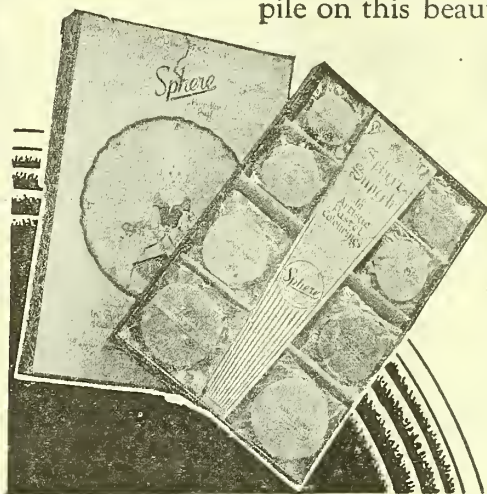
ATTRACTIVE DISPLAY BOX.

No. PF 50 as illustrated, 2 doz.
in a box ... **7/6** per box.

Assorted Six Puffs each 2", 2½", 2¾",
and 3¼" to the box.

Wholesale only.

FAIRE BROS. & Co., Ltd., Leicester.



MASQUE ROUGE PARFUMS

See { *next*
week's
notice

Parfums Marcel Guerlain, Ltd.
REGENT ARCADE HOUSE,
252-260 Regent St., LONDON, W.1

For thinning hair

Recommend Rowland's Macassar Oil, the favourite of 136 years. It keeps the hair healthy, and staves off greyness and baldness.



RETAIL,
3/6, 7/- & 10/6
P.A.T.A.

**Rowland's
Macassar Oil**

Red for
dark hair
Golden
for fair or
grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1
RM2T



A
**KEEN
BLADE
AT A
KEEN
PRICE**

The Blade that SELLS as it SHAVES—
"LIKE GREASED LIGHTNING!"

Obtainable from all Leading Wholesalers.

Dept. C.D. "Wanie" Distributors:
c/o ROEBUCK'S ADVERTISING SERVICE
Salisbury Square House, Salisbury Sq., Fleet St., London, E.C.4



A DISPLAY SUGGESTION

*Attractive Screen and Window Slips Free
For Sample Package and Quotation write*

LORIMER-MARSHALL LTD. 12 Tower Hill, LONDON, E.C.3.

Works Telephone: NEW X 2119.

Telegrams: "LORIMARSCO, BILGATE, LONDON."

AEROFUME

Regd.

**The well-known
Air Disinfectant
and Deodorant**

*Will be in great demand in the
season approaching.*

Regd.



SEE TO YOUR STOCKS

In Bottles 2/3, 3/6, 6/3.

Complete outfits (asillus).
Spray and Bottle of
Aerofume 5/6.

Subject to 33 1/3% discount.

Obtainable from own wholesaler.

Showcards & leaflets supplied.

WALDEN, WALDEN & CO.

15 Grape St., New Oxford St.,
LONDON, W.C.1

2

Established 1795.

LAUTIER FILS

Works: GRASSE (France) & BEYRUT (Syria).

**Essential Oils and Synthetics.
All Raw Materials for Perfumery.**

**Olive, Peach Kernel, Sweet Almond Oils
Floral Waters.**

Sole Agents for:—

PAOLO VILARDI *Messina Oils:*
Lemon, Bergamote, Sweet Orange, etc.

S.A. FLORFE *Spanish Oils:*
Spike Lavender, Rosemary, Thyme,
Pennyroyal, etc.

C. MINTCHEFF & KETCHEDJIEFF

Otto of Rose. Bulgarian.

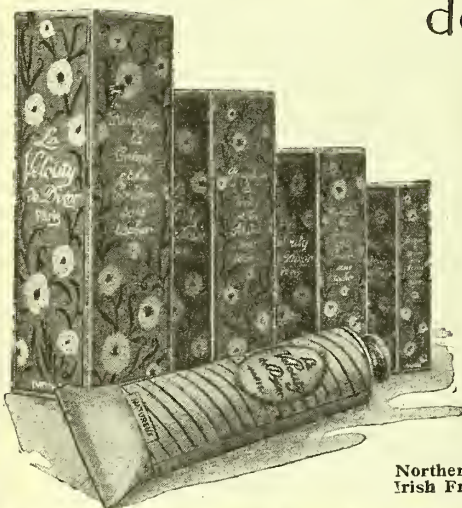
Wholesale and Export only.

LAUTIERFILS, Ltd., 4 Denman St., London Bdg., S.E.1
Tel. Add: "Lautiert, Phone. London." Telephone: Waterloo 1601/2

The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—	Full size pot -	21/- doz.	RETAIL	2/9
	Super tube -	22/- "		3/-
	Large tube -	14/- "		2/-
	Medium tube	7/- "		1/-
	Handbag tube	3/- "		6d.

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

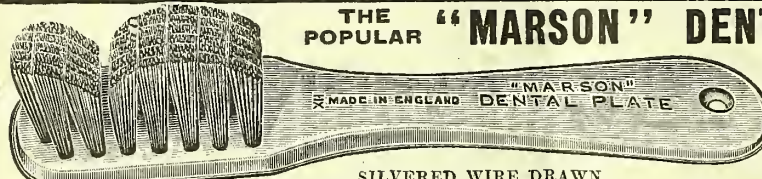
Obtainable from your regular Wholesaler or direct from the Sole British Agents

DEBACQ & HARROP,

68 Newman Street, Oxford Street, London, W.1.

Sole Distributors for

Northern Ireland: ROBERT MAYRS & CO., 43 Chichester Street, BELFAST
Irish Free State: MAY ROBERTS & CO. LTD., Grand Canal Quay, DUBLIN



THE "MARSON" DENTAL PLATE BRUSH

IN STIFF UNBLEACHED BRISTLE
Best English Make. Packed in Cartons.
SAMPLES AND PRICES ON APPLICATION
C. F. MARSHALL & SON
Devonshire Works, Devonshire Rd.,
HACKNEY - LONDON, E.9

SILVERED WIRE DRAWN

THE HOUSE FOR QUALITY IN PUFFS
NOVELTIES ALWAYS AVAILABLE
COMPACT POWDERS



Specially Prepared.
Any Tint. Any Perfume.
F. SCHUTZE & Co., Ltd.

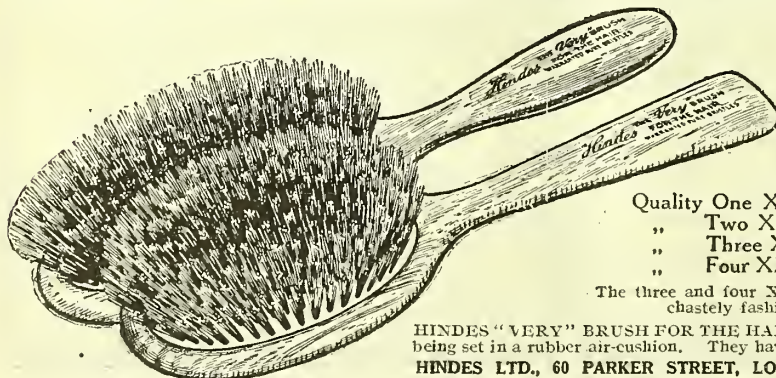
BLACK BULL WORKS, CALEDONIAN ROAD, LONDON, N 7

**"DEPENDABLE
TOBACCO
WHOLESALEERS."**

MIXED PARCELS A SPECIALITY
Established Fifty Years.

Price Lists mailed on request.
A PROFITABLE SIDE LINE
FOR CHEMISTS.

SINGLETON & COLE, LTD., CANNON ST., BIRMINGHAM



**HINDES
"VERY"
HAIR BRUSH**

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33 1/3%
" Two XX	" 10/6d. "	
" Three XXX	" 15/- "	
" Four XXXX	" 18/6d. "	

The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years.

HINDES LTD., 60 PARKER STREET, LONDON, W.C.2. :: Works: BIRMINGHAM.

TRY THESE QUICK SELLING LINES FOR THE HOT SUMMER MONTHS



Superfine Johann Maria Farina Eau de Cologne
and Old English Lavender Water prepared from
Duty-free Spirit.



	4 oz. Square.	2 oz. Square.	2 oz. Cellophaned.	2 oz. Watch Shape.	1 oz. Watch Shape.
Eau de Cologne	16/- Doz.	9/6 Doz.	8/9 Doz.	9/- Doz.	5/6 Doz.
Lavender Water	16/- Doz.	9/6 Doz.	8/9 Doz.	9/- Doz.	5/6 Doz.

ORDERS TO THE VALUE OF £2 AND OVER CARRIAGE PAID.

BRIDGEN & GRIFFIN, 25 Bartlett's Buildings, Holborn Circus, London, E.C.4

AMO SHEFFIELD STEEL BLADES



Write at once
for
Free Testing
Sample, Price
and
Illustrated
Catalogue.

Distributors—

L. FRANKENBERG, 125 Houndsditch, London, E.C.3

'Phone—Avenue 8846.

'Grams—Uzearnos, Ald, London

Offer this

When customers ask for a colour-restorer for grey hair, or a tonic to stop falling or to promote growth, offer

MORGAN'S POMADE

You may do so in full confidence that it will perform what it promises. 35 years' reputation, a world-wide trade, and thousands of testimonials support its claims to genuine merit.

Retail 1/9 and 3/3 per pot.

Wholesale 14/- and 26/- per doz.

THE MARIE ANTOINETTE CO. 149 JUNCTION ROAD LONDON, N.19



a new
Swedish blade
with a
powerful
selling
appeal



matador
gives 3 shaves more

Distributors:

THOS. CHRISTY & CO.,
4-12 Old Swan Lane, E.C.4



MATADOR is a safety blade made of Swedish tempered ribbon steel—the finest in the world for safety blades. It is sharper. It lasts longer.

An extensive advertising campaign for Matador Blades has commenced. Advertisements are appearing regularly in STRAND MAGAZINE, WIDE WORLD MAGAZINE, HUMORIST, JOHN BULL, PASSING SHOW, TIT-BITS, PUNCH, etc.

Each features the unique selling point—

A wide and steadily increasing sale is assured. Send your order now.

SALES STIMULUS!

32,000,000 Advertisements

during Sept. alone

The net sales of the National Newspapers being used during this month reached the enormous total quoted above. The Darwin advertisements will be read by at least twice as many people.

Retailers should be ready for the demand that is being created by making sure of their stocks.

Supplies of Darwin Blades obtainable through your usual Wholesaler.

Darwin

Safety Razor Blades

They're Better—and they're British

DISPLAY MATERIAL
for counter and window
gladly sent on application.

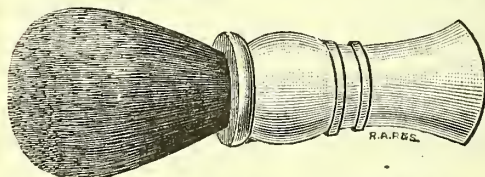
DARWINS LIMITED, FITZWILLIAM WORKS, SHEFFIELD.

ROONEY'S TOILET BRUSHES

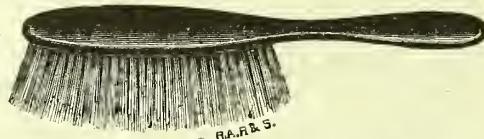
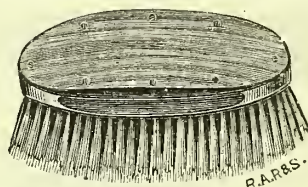
are sold all over the world

They are essentially quality products.

Always good value.



Are you
stocking
them?



R. A. ROONEY & SONS (Established over 100 yrs.), Higham Hill Rd., Walthamstow, London, E.17, England.

POWDER BELLOWS



Baker Metal Stopper Co. Ltd.

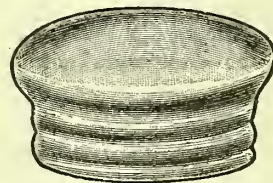
RELIANCE STOPPER WORKS

261 Icknield St., BIRMINGHAM.

Telegrams: "Screwcap, Birmingham."

Telephone: Northern 1562.

ALUMINIUM BOXES



SCREW CAPS

in ALL Metals

Including Nickel Silver and
Gilt for Face Cream Pots,
and for frozen Cologne
containers.

"Just a minute, my dear . . .



I want to weigh myself"

**Every time your
customers say this—**

You add to your income, and before long it is all net profit, because the machine requires no personal attention, no salesmen, no upkeep costs, and it carries the AVERY free maintenance service.

Placed in a good position it will more than earn the monthly payments.

WRITE AND ASK FOR FURTHER
INFORMATION ABOUT THE A676
AVERY PERSON WEIGHER



W. & T. AVERY, Ltd. (Coinfreed Department) SOHO FOUNDRY, BIRMINGHAM

YET IT IS

A REALLY CHIC

Compact with Puff to sell at 4½d., and showing a good profit, scarcely seems possible.

YET IT IS!

Peronia 4½d. Compacts, assorted Rouge Brunette, Rachel, Naturelle, at 3/- per dozen, are marvellous value. Packed in 3 dozen show boxes they are self-sellers. One gross lots are sent carriage paid. Half carriage is charged on smaller lots.

Send an "Inspection" order to-day and return goods if not thoroughly satisfied. If returned at once your carriage will be refunded. This offer will cost you nothing, and it also costs us nothing because the line is such splendid value that return is out of the question.

You may be busy when you see this advertisement—

YET IT IS

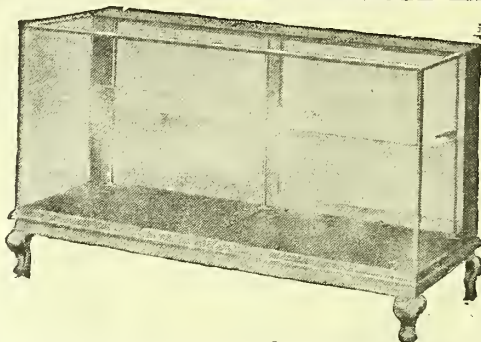
well worth while spending a few seconds writing a postcard to

Peronia

STONEY STREET
NOTTINGHAM

asking for 6 or 12 dozen to be sent.

King's For Showcases



No. D.S.1. Solid oak or mahogany frame glass counter. First quality drawn plate glass front, top and sides, with two clear glass sliding doors at back. Interior fitted with standard bars and brackets and one row of plate glass shelves, polished all round. Size over all: 6 feet long × 3 feet high × 2 feet back to front.

£11 10 0

Ex works.

Insured free in transit.

This showcase can be supplied on a first payment of

£1 0 2

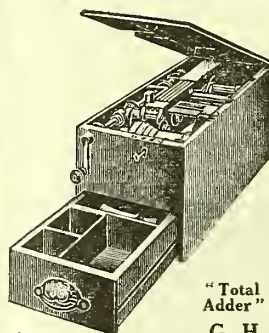
and 11 further monthly payments of £1 0 2.

Send at once for full list No. 1013 post free.

J. C. KING, LTD.,
42-60 GOSWELL ROAD, LONDON, E.C.1

'Phone: Clerkenwell 2317 (5 lines).

THE SUPREME TILL.



Gledhill's "Total Adder" registers any sale from ½d. to £19 19s. 11½d. It issues a printed, dated receipt clearly stating amount of purchase. It checks every penny received or paid out (protecting your assistants and your profits), simplifies cashing up, and provides you with a perfect Cash and Sales Checking System.

Strongly constructed to give a lifetime's service, and guaranteed by a 42 years' old reputation.

Send for full particulars of this wonderful till.

G. H. GLEDHILL & SONS, LTD.,
16 Trinity Works, Halifax, England

THE VALUE OF

"YADIL"

is fully recognised by qualified judges, and it is certified by eminent Public Analysts and Pathologists to be

ABSOLUTELY SAFE FOR INTERNAL AND EXTERNAL USE.

It has been sold all over the world, and is being used to-day "back of beyond" as well as in the homes of our own country. Its sale is steadily increasing, old customers are retained, while new ones are being added. One or two displayed bottles will quickly establish business which will prove profitable and regular. Any assistance we can give in the provision of advertising material is yours for the asking. The "Yadil" lines cover "YADIL" ANTISEPTIC (LIQUID AND PILLS), "YADIL" OINTMENT, "YADIL" PASTILLES and "YADIL" SOAP.
YADIL PRODUCTS (1925) LIMITED,
Sicilian House, LONDON, W.C.1.

Reprint of Nineteenth Edition.

SQUIRE'S COMPANION

TO THE

BRITISH PHARMACOPŒIA, 1914.

Published by J. & A. CHURCHILL,
7 Gt. Marlborough St., W.1.

The Pharmaceutical Journal says—"A companion in the true sense of the word, to the official book."

The Chemist and Druggist says—"It maintains its unique position as a national work of reference."

The British Medical Journal says—"No labour has been spared to make the COMPANION a complete, scientific and practical adjunct to the BRITISH PHARMACOPŒIA."

Descriptive leaflet gratis.

Price 25s. net. Chemists, 23s.

Post Free (inland) 23s. 9d.

New
Edition

Squire's Pharmacopœias OF THE London Hospitals

NINTH EDITION

Published by J. & A. CHURCHILL,
7 Gt. Marlborough St., London, W.1.

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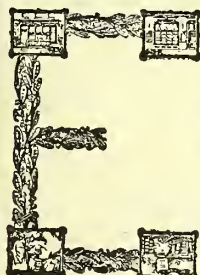
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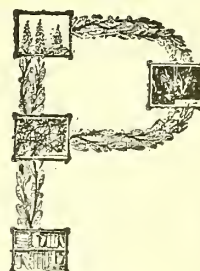
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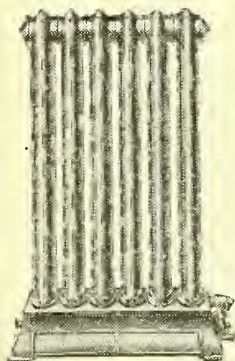
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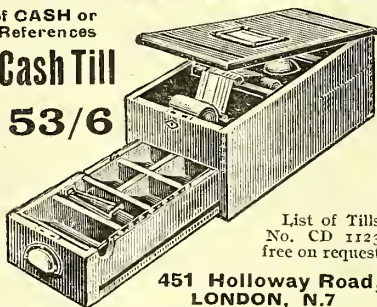
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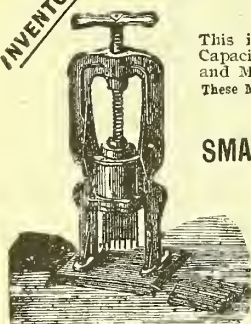
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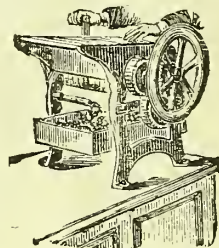
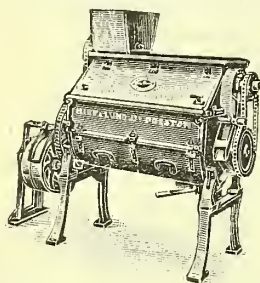


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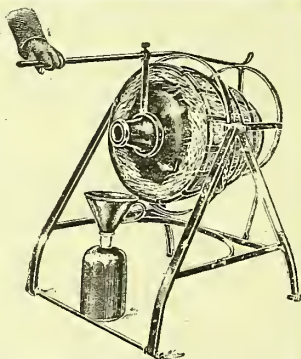
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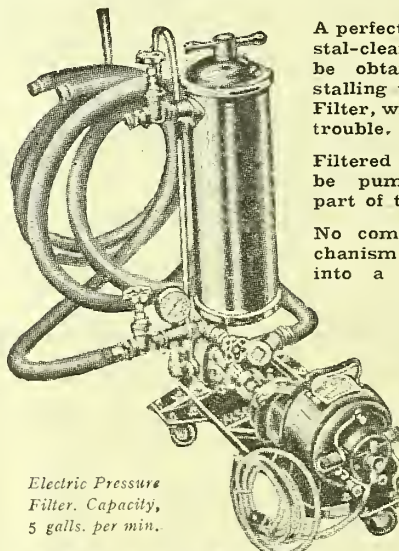
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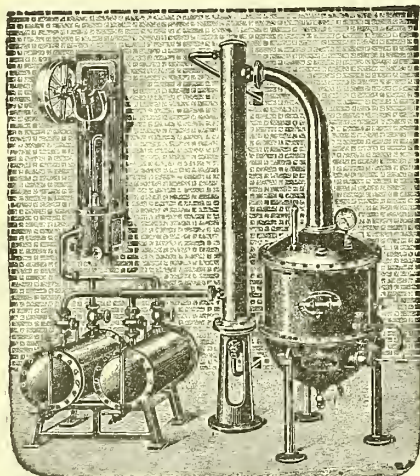
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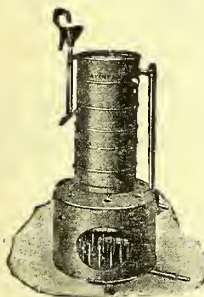
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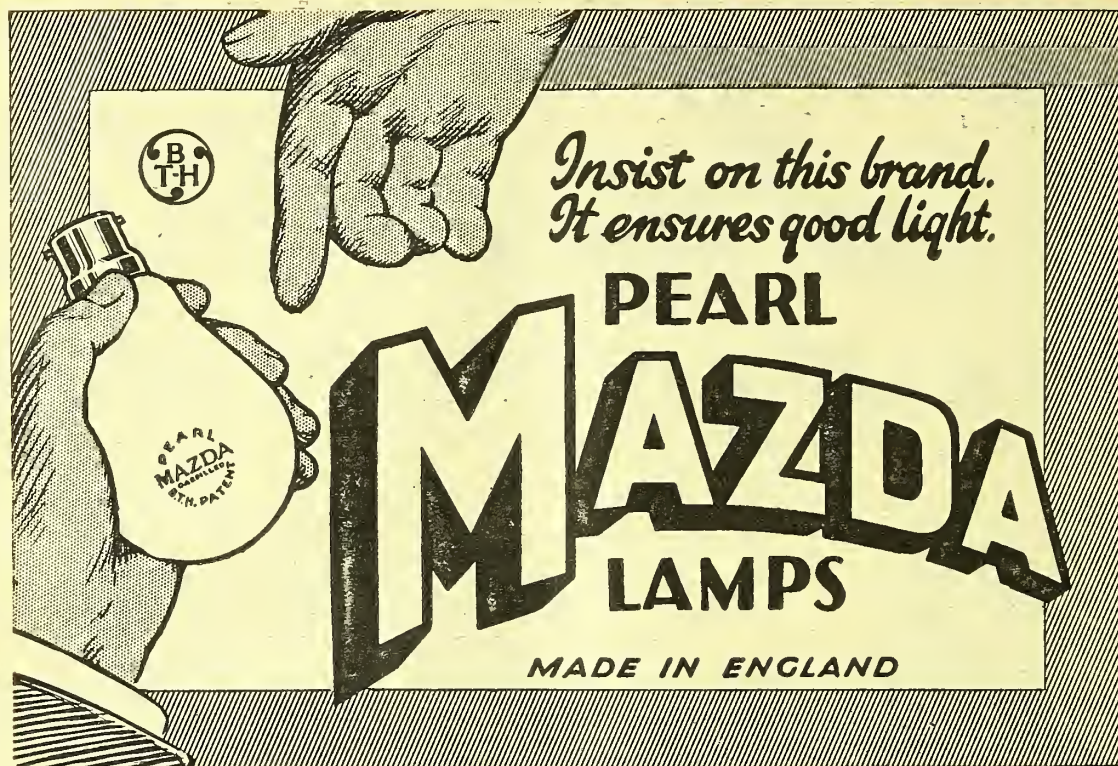
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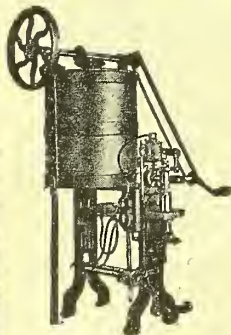
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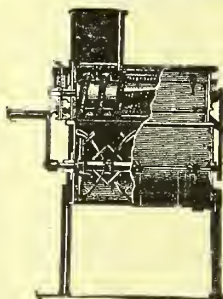
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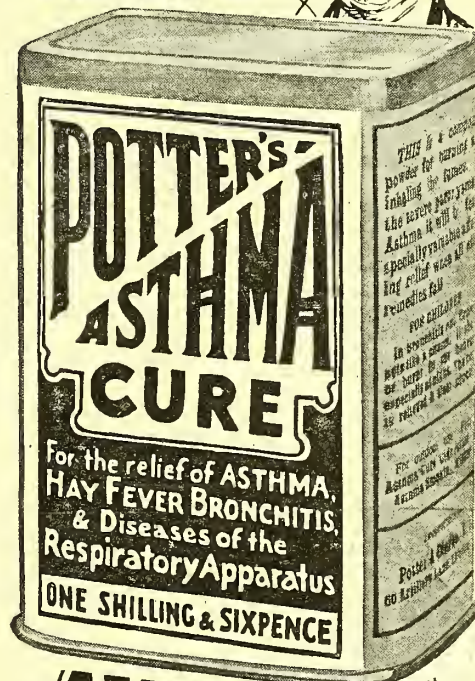
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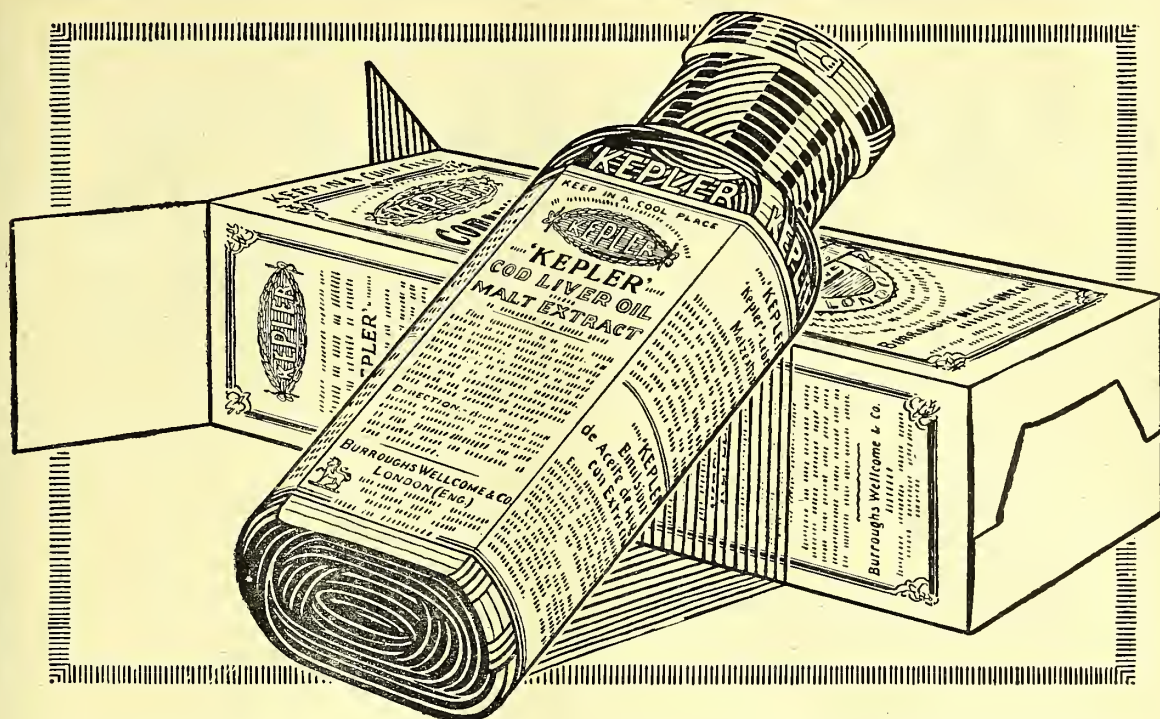
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"C. & D." Diary, 1930

"Known, Admitted and Approved" Remedies

The publication of *The Chemist and Druggist Diary*, 1930, which will take place in December, affords a unique opportunity of registering formulas for "known, admitted and approved" remedies, which can then be sold by chemists free of medicine-stamp duty, provided the appropriate reference to this standard work is given on the label of the preparation. It is an exceptional opportunity for chemists who require to make revisions rendered necessary by changes in poison law or developments in pharmacy. It is necessary that formulas, either new or modified, with the title under which the article is to be sold, should be submitted **not later than October 14** for inclusion in the *Diary*. In view of the large number of formulas received and of the fact that each year many chemists overlook the date fixed, we desire to point out that part of the *Diary* goes to press a few days after. Consequently we cannot publish any formulas received after the date mentioned. Formulas, which must be written on one side of the paper only, should be addressed to the Editor, *C. & D.*, 42 Cannon Street, London, E.C.4.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Safeguarding of Key Industries

The question of the renewal of the Safeguarding of Industries (Exemption) No. 5 Order 1928, No. 1 Order 1929, and No. 2 Order 1929, made under Section 10 (5) of the Finance Act, 1926, is now under consideration by the Board of Trade. The articles covered by these Orders are:—

Acid hydrocyanic anhydrous; acid lactic which satisfies the requirements of the British Pharmacopoeia; acid oxalic; amidopyrin (pyramidon); dimethyl-amidoantipyrine; ammonium perchlorate; barbitone (veronal); malonal; malourea; acid diethyl barbituric; diethylmalonylurea; hypnogen, deba; bromural (dormigene); celium oxide; chinolol; cocaine crude; dial (acid diallyl barbituric); dicyandiamide; didial (ethyl morphine diallyl barbiturate); dysprosium oxide; eipon (cinnamoyl para oxyphenyl urea); erbium oxide; ethylene bromide; eukodal; europium oxide; furfural; gadolinium oxide; glycol ethers; guaicol carbonate (duotal); holmium oxide; hydroquinone; integrators (planimeter type); R. lead acetate; lead tetraethyl; lipiodin; lithium carbonate; lithium hydroxide; lutecium oxide; metaldehyde; methyl chloride; methyl cyclohexanol methyl adipate; methyl sulphonal (diethylsulphonemethyl-ethylmethane, trional); nickel hydroxide; papaverine; phenacetin (acetparaphenetidine); phenazine (antipyrine); phenylidimethylpyrazolone; analgesin; anodynine; dimethyl oxychinizin; phenetidine para-; phytin; piperazine (dichylene diamine; dispermin); palmimeters; R. potassium chlorate; potassium ethylxanthogenate (potassium xanthogenate); potassium guaicol sulphonal (thiocol); R. potassium hydroxide (R. potassium caustic; R. potassium hydrate); R. potassium permanganate; pyramidon-veronal; quinine ethyl carbonate; radium compounds; resorcin (resorcinol); salol (phenyl salicylate); samarium oxide; styralcol (guaicol cinnamate); sulphonal; synthalin; terbium oxide; thulium oxide; urea (carbamide); vanadium-silica compounds specially prepared for use as catalysts for sulphuric acid manufacture; ytterbium oxide.

Section 10 (5) of the Finance Act, 1926, is as follows:—

"The Treasury may by order exempt from the duty imposed by Section 1 of the Safeguarding of Industries Act, 1921, as amended by this Act, for such period as may be specified in the order, any article in respect of which the Board of Trade are satisfied on a representation made by a consumer of that article that the article is not made in any part of His Majesty's Dominions in quantities which are substantial, having regard to the consumption of that article for the time being in the United Kingdom, and that there is no reasonable probability that the article will within a reasonable period be made in His Majesty's Dominions in such substantial quantities."

Communications should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, London, S.W.1, within one month from the date of this notice (September 18).

Dangerous Drugs Acts, 1920-1925

The Home Secretary wishes to draw attention to the fact that by Order in Council made under Section 8 (2) of the Dangerous Drugs Act, 1920, Part III of that Act, which provides for the control of morphine, heroin and cocaine has been applied to the esters of morphine, their respective salts and to any preparation, admixture and extract containing them. The effect of the Order is that these drugs may not be imported into or exported from the United Kingdom and Northern Ireland without a licence issued by the Secretary of State under the Dangerous Drugs Act, and, as regards internal control, the consolidated Dangerous Drugs Regulations, 1928, apply to them. With the exception of diacetylmorphine (heroin), however, the esters of morphine are not manufactured, nor are they, as far as is known, to be found in commerce, in this country. They form a group of the derivatives of morphine which have, if improperly used, ill effects similar to those of morphine and from which morphine can be regenerated. There is no recognised use at present of the esters of morphine (with the exception of diacetylmorphine) in medicine, and until

recently there was no manufacture of them; but it has been discovered that illicit traffickers on the Continent have had recourse to these compounds for the purpose of evading the restrictions of the International Conventions and the national laws based on the Conventions, and that large quantities of the esters were being manufactured in some countries. For this purpose the League of Nations has therefore recommended the inclusion of the esters of morphine among the drugs to which the International Opium Convention applies and in accordance with this recommendation the provisions of the Dangerous Drugs Act have been extended to them. The esters of morphine do not include and should not be confused with the ethers of morphine—for example, methylmorphine (codeine), ethylmorphine (dionin), to which the Dangerous Drugs Acts do not apply.

Inquests

At Southfields, London, S.W., recently, Ella Ball, a single woman, aged twenty-five, committed suicide by taking quinine while of unsound mind. The *post-mortem* examination disclosed that she was not pregnant.

At the resumed inquiry into the death of a shepherd named Maunder, at Cherhill, Calne, Wilts, on September 17, Professor Walker Hall, Bristol University, stated that deceased's organs contained arsenic which was more than a medicinal dose but less than a poisonous one. The coroner remarked that arsenical compounds were apparently more easily obtained than they ought to be. The jury returned a verdict of death from food poisoning, and added a rider that more stringent regulations should be imposed regarding the distribution and use of arsenical compounds.

At Walsall, on September 11, during an inquiry into the circumstances attending the death of a patient at the Manor Hospital from lysol poisoning, the coroner said the evidence did not suggest any likelihood of the lysol being left in the bathroom, and whilst it was somewhat difficult for a patient to extract a bottle from the poison cupboard in full view of the ward, it was regrettable that the possibility remained. While it was perfectly clear that the rules of the institution required that the nurse in charge should have possession of the keys, there had grown up among the nurses the objectionable practice of leaving them in an unlocked drawer. A verdict of "suicide" was returned.

Other cases of deaths from poisoning recorded since our last report include: lysol, strychnine, and sodium cyanide.

Birmingham

A verdict of "accidental death" was returned by the Birmingham coroner on September 11 in the case of Richard Arthur John Franks (19), described as a pharmaceutical student, who, while riding a motor-cycle combination to his employment, collided with a Corporation omnibus, and received fatal injuries.

Liverpool

Local chemists are beginning to get ready for Pharmacy Week.

In view of the approach of colder weather a number of chemists are making special displays of hot-water bottles.

The Birkenhead and Wirral Pharmacists' Association will open the winter season with a general meeting and supper at the Woodside Hotel on October 9.

The Wallasey Pharmacists' Association also hope to renew activities next month. Their secretary, Mr. Tristram, has just returned from a holiday at Torquay.

The committee of the Liverpool Chemists' Association has issued a circular relative to the recent action of the proprietors of a certain popular article to reduce profits now that a sale has been established.

At the opening and inaugural luncheon of the Chemists' Exhibition, Glasgow, Liverpool and the north-western counties, were represented by Mr. Thomas Hardy, Maryport, member of the Pharmaceutical Society's Council, and Mr. Harold Lomax, Liverpool.

The first meeting of the winter season of the members of the Liverpool Pharmacy Club is to take the form of an "at home," with dancing and bridge, at the Royal Insti-

tution, Colquitt Street, on September 25. This event will be followed on October 23 by a dance at Reece's Café, Parker Street, where there is a fine new ballroom. Tickets can be obtained from members of the committee, or from the secretaries, Miss E. Dobie or Miss Celia Canning.

Sheffield

Messrs. F. Hindle and H. Antcliffe have been appointed delegates to the Conference of the Retail Pharmacists' Union.

With a view to securing a quite independent analysis, the Panel chemists consider that only the prescription should be sent up with the second portion of Insurance test prescriptions and not the result of the first analyst. A joint meeting of the Panel chemists and members of the R.P.U. is to be held, on September 30, at the Church House, to consider the renewal of N.H.I. contracts and Pharmacy Week.

Miscellaneous

CLOSING ORDER.—The Carnarvon Borough Council have made the following closing order for chemists carrying on business within the Borough:—Monday, Tuesday and Wednesday, 7 p.m.; Thursday, 1 p.m.; Friday, 7 p.m.; Saturday, 8 p.m.

STAFF OUTING.—Potter & Clarke's Sports and Social Club held their annual outing to Margate on August 31. They were conveyed to Margate by charabancs, and 280 of the staff sat down to lunch at the M.C.C. Restaurant, afterwards enjoying the wonderful weather in bathing and other amusements at this most popular seaside resort, returning in the evening. Mr. W. Potter-Mackenrot and Mr. C. Potter-Mackenrot, directors of the firm, accompanied the party.

SPURIOUS COD-LIVER OIL.—At a meeting of the Devon County Agricultural Committee, on September 11, a subcommittee reported that of six samples of cod-liver oil supplied for calf feeding, only one was on analysis found to be genuine. The subcommittee added that nothing could be done by the County Council to stop the substitution of inferior oils for cod-liver oil, but the attention of the Ministry of Agriculture and Fisheries had again been directed to the analyst's report on the matter.

FIRES.—The following outbreaks of fire have been recorded since our last report:—The premises occupied by the Aluminium Plant and Vessel Co., Ltd., Wandsworth, London, S.W., were the scene of an outbreak of fire on September 13, caused it is understood by friction of machinery. The damage was not of an extensive nature.—There was an outbreak of fire on September 15 at the premises of Boots, Ltd., 287 Caledonian Road, London, N. The fire, which was confined to the basement, is attributed to a light being thrown down.

IN THE COURTS.—At Portsmouth, recently, Hyman Filer, Russell Street, Southsea, was fined £1, with 15s. 9d. costs, for having sold carbolic disinfectant in a tin container not duly labelled.—At West Ham, London, E., recently, Thomas H. Offord, described as a druggist, trading as "Watsons," 103 Woodgrange Road, was fined £25 for failing to pay insurance contributions in respect of two of his employees.—At the Mansion House, London, on September 16, W. Shepherd, J. Cronin and R. Anthony were committed for trial on a charge of breaking into the premises of R. C. Treatt & Co., Ltd., French Ordinary Court, Mark Lane, and stealing essential oils.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, September 25

Portsmouth Pharmacists' Association. Twenty-first annual meeting at the Southsea Club, Kent Road, Southsea, at 3 p.m.
Manchester and District Pharmacy Club. Annual general meeting, Clydesdale Club, Turner Street, at 8.30 p.m.

Thursday, September 26

London Chemists' Golfing Society. Competition at Old Ford Manor Golf Club to celebrate the 21st year of the Society's existence.

Scottish News

Brevities

Several cases of dog poisoning have again occurred in St. Andrews. In one case the poison paste was found to be adhering to a golf ball.

Mr. W. Dickson, chemist and druggist, announces that he has sold his business at 78 Cadzow Street, Hamilton, and that he will continue to trade at 86 Quarry Street.

The Dagenham Distillery, Salisbury House, London Wall, have opened a Scottish depot at 10 Elliot Street, Glasgow, for the supply of rectified spirit, absolute alcohol, industrial and methylated spirit.

The annual competition of the staff of Geo. Walker & Son, Ltd., manufacturing chemists, Bridgeton, Glasgow, for the "Corona" Golf Cup took place on September 11, over Bonnyton Moor Course, and resulted in Mr. John P. Stevenson winning the cup; the other prize-winners being Miss Shanks, Miss Ogilvy and Mr. Jack Haydock.

The public celebration of the bicentenary of the Royal Infirmary of Edinburgh will take place in October. On August 6, 1729, the first patient was received in the hospital with six beds. In 1745 a new infirmary was opened in Infirmary Street, in 1829 a surgical hospital was added, and in 1879 the present buildings in Lauriston were opened.

Irish News

Pharmaceutical Society of Ireland

The latest dates for making application for the October examinations are:—Preliminary, Thursday, September 19; Registered Druggist, Tuesday, September 24; Licence, Wednesday, September 25; Pharmaceutical Assistant, Monday, September 30.

Brevities

Mr. A. Maker, Ph.C., has acquired the business of Mr. G. Hamill, Medical Hall, Laurence Street, Drogheda.

A report of the Ministry of Education for Ulster states that the schemes already in operation for the free administration of cod-liver oil emulsion under medical supervision to delicate school children and for the provision of spectacles for children with defective eyesight were continued.

Belfast

At Belfast Recorder's Court, on September 12, Hugh Kennedy, aged twenty, described as a traveller in the employ of James Hogg, Sons & Co., Ltd., manufacturing chemists, was charged with the embezzlement of £244 11s. Accused was found guilty and sentenced to six months' imprisonment with hard labour, not to operate if he kept the peace.

The following are among the creditors of William Doig, trading as Wm. Doig & Co., wholesale druggists, 115-117 Castle Street, Belfast, under deed of arrangement:—City Soap Works, £161 5s.; Methylating Co., Ltd., £63 15s.; W. H. Bridge, Ltd., £39; Thomas McIntyre & Co., Ltd., £37; Distillers Co., Ltd., £35; Alexander, W. T., & Sons, £34 10s.; J. H. Stephenson & Sons, £31; Reckitt & Sons, Ltd., £24; J. E. Macnair & Co., £20 15s.; Charles Tennant & Co., Ltd., £20; Stephen McDowell & Sons, £20; James Beck & Sons, Ltd., £19; Wm. Butler & Co., £19; W. Pickard & Co., Ltd., £18 10s.; Jeyes Sanitary Compound Co., Ltd., £12.

Business Changes

Mr. ARTHUR ELLIS, chemist and druggist, 196 Gibraltar Street, Sheffield, is opening a new business at 5 Meadow Head, Woodseats, Sheffield.

THORNBERS (CHEMISTS), LTD., Accrington, have taken over the business of Mr. W. Mitchell, chemist and druggist, 14 Bolton Street, Bury.

Photographic Exhibitions

THE opening of the exhibitions at the Royal Photographic Society and the London Salon of Photography marks the beginning of the winter session for many amateur photographers. In either case the prints submitted are of a very high standard, those at the "Royal" being concerned with technical and scientific as well as pictorial subjects, while the "Salon" is more international in character, and shows pictorial photography at its best.

THE ROYAL PHOTOGRAPHIC SOCIETY

The seventy-fourth annual exhibition which opened at 35 Russell Square, London, W.C.1, on September 14 and remains open until October 12, well maintains that high standard set by its predecessors. In addition to photographs of pictorial interest, the trade side of photography is well represented. On the ground floor, for instance, Kodak, Ltd., are giving demonstrations of Kodacolor amateur motion pictures; Agfa, Ltd., have a display of colour transparencies; and Finlay Colour Processes, Ltd., have a series made by their method; while on the first floor the last-named company has a number of excellent colour prints. In Room 4, Ilford, Ltd., display examples of the raw materials employed in the production of a spool of roll film; there is also a working model showing the production of photographic paper at the works of Illingworth & Co., Ltd. Among the exhibitors in Room 5 are The Imperial Dry Plate Co., Ltd.; Garner & Peeling (Zeiss apparatus); E. Leitz (Leica cameras and projectors); Drem Products, Ltd. (bromoil outfits); and David Allan (developing tanks). Chemist-opticians will be particularly interested in exhibits 725 to 731, which are concerned with the human eye.

LONDON SALON OF PHOTOGRAPHY

Of the technical accomplishment behind the works exhibited at 5A Pall Mall, London, S.W.1, there can be no question. Complete mastery of method has left exhibitors free to display that evidence of personal artistic feeling which is one of the aims of the Salon. It is, however, just here that some of the exhibits are open to criticism. It may indicate artistic feeling to see some beauty of line and tone in commonplace objects, but the triviality of some of the subjects suggests rather a desire to display accomplishment than a true relevant appreciation of innate beauty. Of the works which belong to the more sincere type two by C. J. Symes (Nos. 31 and 120) are noticeable for the simplicity of their main tones, coupled with ample detail, and, though the modern photographic artist may not appreciate the compliment, these works have the simple dignified atmosphere of a drawing by Cotman. The landscape by Leonard Misonne, "Dans la Forêt" (No. 163), which has quite the usual elements of teams of horses in an aisle of trees, is worth noting for its poetic feeling. In No. 207, Dudley Smith has caught the steady slow movement of a deeply-laden schooner. There are, as usual, many pictures of sunshine on sand or through trees, and a repetition of the "looking-downward" aspect of such subjects as ponds, foreshores, and still life groups. Portraiture is well represented, No. 287 being perhaps the most successful. In the main it would appear difficult to eliminate altogether a suggestion of self-consciousness on the part of sitters. The nude affords scope for true appreciation of tone and form. Quite the best print is that by Rabinovitch, No. 182. This is a perfectly beautiful torso, well posed, and as satisfying as a perfect piece of Greek sculpture. Of the work generally it may be said that the comparatively limited range of tones from black to white, which always presents a problem to artists, whether in photography or painting, has led to a lowering of the general tone in order to allow high lights to tell forcibly. The exhibition is, however, one of considerable interest and merit, well worth a visit by those who wish to see what imaginative handling of the camera can produce.

WEIGHING MACHINE RECEIPTS.—The statement, that a mania for weighing oneself exists in Blackpool, is repudiated by local chemists, who assert that reports of their takings from machines are grossly exaggerated.

French News

From the "C. & D." Paris Correspondent.

ILLUSTRATIONS OF MEDICINAL PLANTS.—A new series (the eighth) of coloured plates of French indigenous medicinal plants recently published includes ergot of rye, hyssop, lily of the valley, jasmín, mimosa (*Acacia Farnesiana*), verbena, annual mercury, soapwort. The brief description on the back of each plate deals with occurrence, collection and use of the plant. The series is sold by the Office National des Matières Premières, 12 Avenue du Maine, Paris, price 3 francs for the eight plates.

LUCHON, in the Pyrenees, owes its evolution from a sequestered village to a popular health resort, to the famous pharmacist, Pierre Bayen, who in 1765 was sent to report on the mineral springs of the place. His voluminous and masterly exposition of the nature and virtues of the waters led to the now prosperous condition of the town. His work included an analysis of water in general, and sulphurous springs in particular. His researches on oxide of mercury are said to have suggested to Lavoisier the discovery of oxygen.

A **PARISIAN** medical man stands charged with assisting workmen to take unfair advantage of the employers' liability legislation, his *modus operandi* being to induce injured men to have their wounds treated in such fashion that they remained incapacitated for work during the full period of eleven days which the French Act considers necessary in order to claim full benefits. He is accused of concocting bogus pharmacy invoices (bearing the name of a non-existent pharmacist); his profits, it is said, were sufficient to enable him to keep up a racing stable.

At the History and Art Exhibition held recently at La Malmaison (Napoleonic Museum) was shown the medicine chest of Antommarchi, one of the doctors who attended Napoleon at St. Helena. This object, lent by Dr. Quillon (secretary of the Society of Medicine of Paris) is hinged in two halves with a brass handle at the top. It has a dozen small drawers for dry drugs, and as many recesses for vials, with a sliding panel which holds these securely in place. There is also a tray to take a pair of scales. Two vials visible were labelled "Elixir de Stoughton" and [?] "Esp. de Sp. Theraba."

"LABORATOIRE NATIONAL DE CONTROLE DE MEDICAMENTS."—The regulations regarding the examination of remedies, toilet preparations, etc., by the testing laboratory at the Paris Faculty of Pharmacy have now been officially published, together with the tariff of fees, all payable in advance. For ordinary qualitative analysis 10 francs is charged for each "element," with a minimum of 20 francs. Quantitative analyses cost from 40 to 80 francs, or when special processes have to be employed up to 240 francs and 320 francs. A special service of exportation certificates will furnish (1) certificates of legality of operations of manufacturers and sale, and (2) certificates of composition, based on analyses. To these certificates an analytical report is annexed for the use of the manufacturer himself.

ARTICLE 463 of the French Penal Code authorises judges in case of "extenuating circumstances" to inflict penalties even less than the minimum laid down by statute. The Penal Code only dates from 1810, whereas the "Law of Germinal," which still regulates pharmacy, is seven years older; and magistrates had therefore no alternative but to inflict the fine of 500 francs for certain offences under this Act. Now a pre-war and nominal fine of 500 francs means the actual payment of 3,500 francs, a fairly heavy sum, so it is satisfactory to learn that a short Act was recently passed modifying Article 463, and allowing magistrates to put the fine as low as 16 francs, in extenuating circumstances. It is, of course, the numerous and complicated provisions of modern legislation that open the door to many convictions on technical grounds, and that gives an interest to this reform. There is very little danger of the 16 franc fine being inflicted for any real offence committed by a pharmacist; it merely means that the maximum is now nominally 500 francs (really 3,500) that a smaller fine of 200 or 300 francs may be inflicted.

A **FRENCH** journalist reminds us that commercial advertising should have celebrated its tercentenary this year, as it was in June and August, 1629, that Theophraste Renaudot (the pioneer of journalism in France) obtained permission to open his address office. (His "Inventaire," the actual journal, only appeared in 1630.) Renaudot's prospectus, as everyone knows, stated that his agency "furnished addresses to buy and sell notary's businesses, libraries, rights and permissions to open shops either under widows (as surgeons, apothecaries, goldsmiths, etc.), or by obtaining the necessary papers. A list will be kept of Masters wanting apprentices and apprentices seeking employers." Less generally known perhaps is Renaudot's illustration of one of the uses of his address office. "A regrettable malady occurs, where, after having used the common remedies without result, the advice of famous doctors is to use this special one, but as it is not usually kept in stock and one is not informed where it can be found, one is obliged to do without it." The advertising of remedies is probably as old as advertising itself.

Châlon-sur-Saône Hospital Pharmacy

I OMITTED to visit Châlon-sur-Saône when on my round of the old hospital pharmacies of Burgundy, and some notes by M.M. Devillard and Bouvet have made me regret this oversight. While not containing such fine collections as the pharmacies of certain hospitals of the region as Mâcon, Tournes, Louhans, Beaune, Châlon merits a visit for its old drug pots, its bronze mortars, its pewter, and its portrait of Sister Ponsard. The mortar (which has been removed from the pharmacy and placed in the reception room) is over sixteen inches in diameter, and bears the arms of Pennet (three ostrich plumes) and the inscription: "1651 Sub Pennæ ejus sperabis. T. Pennet." The portrait still hanging in the pharmacy is traditionally supposed to represent the lady alluded to on the brass plate in the chapel, who acted as apothecary of the establishment in the seventeenth century. She died in 1682. The inscription runs:—"Sister Marie Ponsard, servant of the poor in this hospital, gave 6,200 livres, the interest of which to be annually spent in buying sugar for syrups, and drugs for the compounding of black ointment to be distributed to the poor, even outside the hospital, and white wax candles for lighting when the Host is carried to the sick: this sum not to be used for any other purpose, Bérard, notary at Châlon, November 13, 1682. Pray for her." The old hospice of Beaune (which I visited) has also a portrait of a "sœur apothicaire," Pierrette Monnet, who died (with most of her fellow sisters) of the plague three hundred years ago—1628 to be exact.

A Hundred Years Ago

M. BOUVET, Doctor in Pharmacy, has published some curious pages on the history of secret remedies. Rendered illegal by the Law of Germinal (1803), their suppression was never practicable. Finally the French Government conceived the idea of purchasing such proprietary articles as seemed of value, and thus making them public property. The Academy of Medicine was to recommend those suitable for purchase. In 1828 the Minister of the Interior issued a circular pointing out the illegality of secret remedies. He decreed that such as were authorised should publish the date of their authorisation on the labels, etc. M. Bouvet tells us that in 1831 seven or eight were then authorised: Belloste's Pills, Franck's Grains of Health, Irroë Powder, Boyveau Laffecteur's Anti-Syphilitic Rob. Fournier's Anti-Ophthalmic Pomade, Kunckel's Skin Preparations, Eau de Botot and Reynaud's Paste. During the following twelve years the Academy proposed the purchase of Belloste's pills, the price being an annuity of 600 fr. to the proprietors; and also Olur's Anti-Syphilitic Biscuits and Sency's Powder (for goitre, etc.). As to Vallet's Pills, the lactate of iron of Gélis and Conté (house-pharmacists at a Paris hospital), Roge's citrate of magnesia, Rochet's Coussou, and the Charbon Belloc, the Academy proposed they should be authorised and not purchased. Possibly that learned body, had by this time noticed that the Government was never disposed to carry out their recommendations when it came to a question of actual payment. Nothing was ever done, and so things drifted on to our own day.

Notes From Spain

The following paragraphs have been sent us by an English pharmacist who has taken no part in home affairs for the past thirty-five years.

As I live in a Spanish town of 10,000 inhabitants, on friendly terms with the principal inhabitants. I have a first-rate chance of seeing what they do in things pharmaceutical—as in many other things. The pharmacist occupies an important social position; he is a man with a University degree, either "licenciado" (which corresponds to our chemist and druggist) or "doctor" (equivalent to our "Major"). As at home, the vast majority satisfy themselves with the lesser qualification. The pharmacy being a place where the owner can nearly always be found on the premises, it is often the resort of the doctor, the mayor, the judge, the parish priest, and other principal inhabitants: they pass the time chatting, playing cards and drinking coffee, and very often settling the affairs of the town. The business itself is very different from ours, nothing being sold but drugs and medicines, of which stocks marked in an official list must be kept and sold according to a tariff which fixes the maximum prices to be charged for the drugs and the compounding. This tariff is very high and its prices are seldom exacted, about a 50-per-cent. reduction being usual. Patent medicines must have their composition and price declared on the label; and if of foreign origin their composition must be certified by a Spanish pharmacist. I have heard of cases of £600 or even £800 *per annum* being made by doing this on commission.

Most of the dispensing is fairly simple. No copying and very little labelling is done—it would be quite useless, as the majority of the people cannot read. A round gummed label with a skull and crossbones is affixed to anything very poisonous; for the rest, verbal directions from the doctor (often supplemented by the pharmacist) are sufficient. As a rule, the people bring their own containers for liquids. Sometimes corks are used for the bottles, but often for these (and always for glasses and cups) a paper top is used, neatly folded round the edges. As for poor-law dispensing, every year a list is drawn up of the inhabitants having a right to this: a pharmacist is appointed to dispense the medicines, and is paid a fixed sum which varies according to the size of the town, and then for the medicines according to a tariff. A curious routine is followed. The sick pauper advises the mayor, who orders the poor-law doctor, who writes the prescription, then returns to the mayor for his "O.K.," then on to the pharmacy. This is to prevent persons not on the list getting medicines and medical attendance unlawfully. I have had no direct experience of this sort of work, but I understand it pays very well, and there is no discounting. Occasional rows arise between the mayor and some doctor who may be prescribing a bit wildly, but in these smaller Spanish towns everyone is on fairly friendly terms, and if, in spite of this, anyone should prove really obstinate, Spaniards in such cases have artful little ways for bringing him to reason without all the trouble and publicity of inquiries, committees, etc.

Let no one be deterred from coming to Spain by anything he may be told against the country. It is perfectly safe; travelling facilities by rail and road have enormously improved during the last few years, and the people are very helpful and polite. I know very little about the north and west, but have travelled extensively third-class all over Andalusia and the east up to Barcelona. But the traveller must himself be polite and patient. It is a poor country, all the railways have single lines and the roads are far from our standards, but one can hire a five-seater car for 5d. or 6d. per kilometre (at the present rate of exchange only about 4d. in English money), and the native drivers are good and sober. The custom of no tips but a fixed charge on the bill is growing in Spain. The nearest large town to me, Seville, about fifty miles away, is a most beautiful city, especially in the spring and autumn. I have myself travelled twice from Seville to London and back third-class for £9 odd—say, £10. And third-class travel is very interesting. I remember going in the night slow train from Seville to Cordova to see the Great Mosque, and while we were all sitting waiting for

the train to start, saying nothing to one another, a little, dark chap got in with a small wine skin under his arm. "Here," said he, "this won't do; this is not a funeral. Have a tot all round." We did, and before we reached Cordova the next person to me had told me all the details of a lawsuit he had come to Seville to see about.—C. E. R. (27/5).

Cinchona Planting in Upper Burma

In his report of the work of the Botanical Survey of India, Dr. C. C. Calder (director) discusses the subject of cinchona plantation in Upper Burma, where experimental work has now reached a stage when one can speak more freely. The Mergui reserve in Dr. Calder's opinion will never be free of difficulty for the cinchona planter. Large harvests, such as one gets from the Java plantations, will never be reaped from it. The problems of cultivation in Upper Burma are quite different from what they are in Java, and equally different from what they are in Bengal, but there are many areas in the Bengal plantations that have continued and paid under a poorer crop of cinchona than is the average crop at Mergui.

On a basis of comparison with an area in which cinchona cultivation has won through to success, the Mergui reserve cannot be closed down. The greatest difficulty lies in bringing the plants through the dry season of November to February, but normally a small amount of precipitation occurs in the last week of the year, and given this the planters' anxiety is largely allayed. Shade planting, thorough cultivation and surface drains for the excess rainfall of the monsoon period takes cinchona very successfully into the dry period, and the problem has resolved itself into one of finding the best means to retain the moisture and keep the soil cool. In Mergui the rotation period is shorter in any of the Indian or Java areas, but at early stages an extremely encouraging factor is the high percentage quinine content obtained. When one gets bark of an average of over six per cent., as recent analyses show the Mergui bark to be, every endeavour should be made to overcome the remaining difficulties of the successful raising of the crop.

But it is not wise, considers Dr. Calder, to leave a venture of this magnitude and importance to the vagaries of climate. Attempts should, therefore, be made to find and prove new areas. This is the essence of the advice given by the Royal Agricultural Commission, an advice based on the evidence of many distinguished men who have had much to do with cinchona plantations in its earlier history.

French Exports of Crude Drugs to U.S.A.

An appreciable amount of French crude drugs and essential oils for the United States is reported through Marseilles, as the following figures show:—

	1927		1928	
	Lb.	Value	Lb.	Value
Gentian	394,247	24,458	541,768	35,493
Lavender flowers ..	47,844	13,396	30,480	8,364
Liquorice extract ..	103,165	17,374	123,716	17,517
Rose petals	58,387	13,455	96,934	29,036
Other drugs	155,058	10,086	583,654	37,020
Henna leaves	334,313	25,767	399,409	27,125
Gums and resins ..	180,974	28,163	403,176	67,995
Psyllium	241,898	36,784	535,241	70,392
Coriander seed ..	155,043	11,729	251,481	17,665
Bay leaves	369,792	14,903	427,263	16,046
Marjoram leaves ..	144,000	24,462	95,598	12,046
Thyme leaves	319,688	15,414	311,517	19,317
Fennel seed	139,068	11,938	68,753	7,865
Almond oil, sweet ..	27,113	17,060	36,841	23,366
Cassia and cinnamon oils ..	95,553	111,590	70,223	78,818
Geranium oil	26,015	65,919	32,632	96,533
Lavender oil	24,254	90,505	19,893	93,167
Ylang-ylang oil ..	7,462	34,831	9,252	44,105
Other ess. oils	39,317	50,662	9,905	17,753
Total	2,863,191	618,496	4,047,736	719,650

Legal Reports

Ginger Wine Essence as a Medicine.—At Belfast Recorder's Court, on September 13, an appeal was brought by Mr. J. Carroll Culbert, Ph.C., Holywood Road, Belfast, against a decision of the magistrates fining him for having sold ginger wine essence during closing hours on the half-holiday, it not being a medicine or medical appliance. Mr. W. Beattie, K.C., was for the appellant, and Mr. J. C. MacDermott represented the Corporation. Counsel for the Corporation said the only question for the Court was: Is a bottle of ginger wine essence a medicine? If it was, the appellant was entitled to sell it during closing hours. A lady inspector, who proved the buying of the ginger wine essence from the defendant on a half-holiday, said that she also bought cough mixture. Mr. J. H. Totten, public analyst, said ginger wine essence was not to be found in the British Pharmacopœia. He would not call ginger wine essence a medicine. Answering Mr. Beattie, witness said the ginger wine essence might be used in cases of cramp, etc. It might as well be said, added the witness, that black currant jam was a medicine. Mr. Beattie said that his contention was that while the essence was used as a beverage, if his Honour was satisfied it could be used as a cordial it was a medicine. Various other things had dual uses. Hydrogen peroxide had medicinal uses, and could be used by ladies for beauty purposes. Epsom salts could be used for muffling windows, as well as a medicine, and there were other things of a like nature. Appellant said the ginger wine essence was used for cramps and for making hot drinks for colds. It was a poor man's medicine. There was a medicinal dose of ginger wine in each teaspoonful of the essence. When the lady asked for cough mixture as well as ginger wine essence, he assumed both were for medicine. Asked in cross-examination by Mr. MacDermott if lime-juice was a medicine, appellant replied it gave the trade a great deal of trouble. Mr. MacDermott (to appellant): Is not ordinary water sometimes used as a medicine? Yes. And soda-water out of a syphon? Yes. Would you sell soda-water without any question on a Wednesday afternoon? I certainly would. Appellant added that the public had converted ginger wine essence into a medicine by constantly using it as such. Mr. David A. Taylor, an ex-president of the Ulster Retail Drug Trade Association, said the essence was sometimes used as a medicine, but he had never known it prescribed by a doctor. The Recorder reserved judgment.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

KINSEY JONES, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in patent medicines, drugs and cures, ointments, salves, soaps, cosmetics, toilet preparations, etc. The permanent directors are: G. Kinsey Jones and E. R. Davies. R.O.: 10 Longbridge Street, Llanidloes.

SCENT 'OMATS, LTD. (P.C.).—Capital £100. Objects: To adopt an agreement with W. M. C. A. Nellemose, and to carry on the business of manufacturers and exhibitors of automatic machines, scent merchants, etc. The permanent directors are: W. M. C. A. Nellemose and R. P. Petersen. R.O.: 132A Regent Street, W.1.

COMMERCIAL SOLVENTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of all chemicals and solvents (including acetic acid, acetic anhydride, acetone, alcohols, glycol, acetates of alcohols and esters, benzene, petrol, naphtha, chlorides, turpentine and any range of solvents described as ketols having a keto and alcoholic group), etc. The directors are: A. Page and P. C. Andrews. R.O.: 101/103 Baker Street, W.1.

PATENT INCLOSURES, LTD. (P.C.).—Capital £3,000. Objects: To acquire from H. George Rowbotham and H. Geoffrey Rowbotham the benefit of certain existing

inventions relating to improvements in tins, jars, and like containers, and to carry on the business of manufacturers of containers for patent medicines, food, paint, or other commodities, etc. The directors are: H. George Rowbotham, H. Geoffrey Rowbotham, W. Loveridge, R. Norton, and R. W. West, F.C.A. Solicitors: Hays, Roughton and Dunn, 1 Martin Lane, Cannon Street, E.C.4.

NEWBRIGHTS (LIVERPOOL), LTD. (P.C.).—Capital £1,000 in £1 shares. Objects: To carry on the business of soap boilers, soap and candle makers, manufacturers of and dealers in articles and substances used in manufacturing soap and candles, and all waste or by-products and substances resulting from the manufacture thereof. The subscribers (each with one share) are H. E. Place and E. G. Hardman. The first directors are to be appointed by the subscribers. Remuneration as fixed by agreement. R.O.: 62 Holt Road, Kensington, Liverpool.

LUNVITRE, LTD. (P.C.).—Capital £250. Objects: To acquire the business now carried on by G. E. Jones and May E. Jones, and all their interest in certain secret preparations and medicines for the treatment of tuberculosis and affections of the lungs, including the trade mark "Lunvitre," and to carry on the business of manufacturers of and dealers in preparations and medicines for the treatment of tuberculosis, etc. The permanent directors are: Dr. J. F. Hamilton (chairman), Mexborough House, Mexborough, and G. E. Jones. R.O.: 105 Market Street, Mexborough.

PURSO, LTD. (P.C.).—Capital £600. Objects: To adopt agreements (1) with G. F. Ward for the sale of a formula for the manufacture of soap, (2) with said G. F. Ward relating to his services as managing director, and (3) with W. J. Grace relating to his services as secretary, and to carry on the business of soap and varnish makers, manufacturers of and dealers in soap, candles, tallow, oil, glycerin, chemicals, etc. The permanent directors are: G. F. Ward (managing director), T. S. Ward, W. J. Grace, T. H. Hughes, and A. W. Orme. R.O.: 37 Moorfields, Liverpool.

BRITISH BOTTLES, LTD. (P.C.), registered in Edinburgh.—Capital £142,002. Objects: To acquire by purchase (a) 75,000 shares of £1 each, fully paid, of John Lumb & Co., Ltd.; (b) 22,500 shares of £1 each, fully paid, of the North British Bottle Manufacturing Co., Ltd., and (c) 100,000 shares of £1 each, fully paid, of Wood's Bottle Works, 1920, Ltd., to pay for the same by the issue to the vendors of 142,000 £1 fully paid shares in this company, and to carry on the business of manufacturers of or dealers in, or agents or contractors for the purchase and sale of glass and other bottles and vessels, etc. The directors are: P. Latta, Sir James C. Calder, C.B.E., The Hon. John Dewar, W. Harrison, F. Redfern, Sir Alexander Walker, V. C. Wood and T. Herd. R.O.: 44 Washington Street, Glasgow, C.3.

THE BRITISH RADIUM PRODUCTION TRUST, LTD., was registered as a public company on June 6. Nominal capital, £1,000 in 5s. shares. The objects are to search for, win and produce uranium ore, pitchblende and other radium-bearing minerals or earths, to prepare concentrates and extract radium from the same in any part of the world, to acquire uranium-bearing lands and generally to carry on the business of a radium mining and production company. The minimum cash subscription is seven shares. The subscribers (each with one share) are: F. G. Stoew, Capt. C. F. Roberts, H. Gallo-way, C. R. Dewhurst, engineer, V. J. Strick, surveyor, G. M. Smith and A. W. G. Buth. The first directors (to number not less than two nor more than nine) are to be appointed by the subscribers. Qualification: £250. Remuneration: £300 each per annum (chairman £400) and 5 per cent. of the profits in any year whenever a dividend of 15 per cent. is paid, divided between them. Secretary, J. J. B. Cross, 92 Regent Street, London, W.1.

COTTAM CHEMICAL CO., LTD.—A meeting of creditors will be held at 90 Dcansgate, Manchester, on September 20.

BEECHAMS PILLS, LTD.—The directors announce an interim dividend of 10 per cent. actual, less tax, on the deferred shares, payable on September 30, 1929, on which date the half-yearly dividend at 8 per cent. per annum on the preferred shares is also to be paid.

J. C. ENO, LTD.—Various statements regarding the present ownership of Eno's "Fruit Salt" have been, and still are, being circulated, asserting that this proprietary is now under American control. As such assertions are totally inaccurate the attention of the trade is invited to the following facts:—(1) The directors of J. C. Eno, Ltd., who formerly controlled the company are still directing its affairs. (2) All these directors are British. (3) The shares in J. C. Eno, Ltd., are vested in International Proprietaries, Ltd., a British holding company registered in Canada, and 99 per cent. of the shares in this holding company are owned in England and Canada by British people. (4) Not 1 per cent. of the share capital of International Proprietaries, Ltd., is owned by residents in U.S.A.

DRUG INCORPORATED OF AMERICA.—The price to be paid by Drug Incorporated for the Bristol-Myers Co., says "The Financial Times," is $1\frac{1}{8}$ Drug for each Bristol-Myers share. This represents an allotment of 226,536 shares, which, at the current market quotation, is equivalent to a payment of £5,415,400. It amounts to just over \$134 $\frac{3}{4}$ per Bristol-Myers share, which compares with a maximum figure of 99 $\frac{1}{2}$ touched in 1928 and with 77, the price at which the last block of shares was issued twelve months ago. As part of the deal the Bristol-Myers shareholders are to receive a distribution of \$5 per share from the accumulated surplus and also a dividend at the rate of \$5 per share per annum in respect of the two months ended August 31. The Bristol-Myers Co. will in future be operated as a division of Drug Incorporated, but the management and staff will remain unchanged.

COMPANIES DISSOLVED.—Albion Soap Co. (Manchester), Ltd.; Bio-Medical Co., Ltd.; Dyer Atomiser (New Model) Co., Ltd.; Lithos Chemical Products, Ltd.; London Drug Co., Ltd.; London Laboratories, Ltd.; Pural Remedies, Ltd.; St. Albans Chemical Co., Ltd.; Sunray Chemical Co., Ltd.; Belgrave Chemical Co., Ltd.; Cyanide Trust, Ltd.; Evans Toilet Preparations, Ltd.; North Eastern Chemical Co., Ltd.; Corzat Chemical Co., Ltd.; Edwards Pharmacy, Ltd.; F. S. Hankinson's Pharmacy, Ltd.; Martin Drug Co., Ltd.; Orosan Co., Ltd.; Produits Chimiques, Ltd.; Arcadia Perfumer, Ltd.; Bidston Soap Co., Ltd.; British Vigormel, Ltd.; Doctor A. A. Leibovitch, Ltd.; Fitzroy Pharmacy, Ltd.; Grangewood Chemical Works, Ltd.; Associated Chemical and General Industries, Ltd.; Boralcum, Ltd.; Crowtrees Chemical; Chemical and Mechanical Processes Co., Ltd.; Chemical and Potash Co., Ltd.; Chemical Industries, Ltd.; Combined Chemical Co., Ltd.; Norwood Wharf Chemical Co., Ltd.; Peerless Photo Paper Co., Ltd.; Pelham Surgical Instrument Co.; Phoenix Chemical Co., Ltd.; Pure Chemicals Co., Ltd.; Pyro Corrosanti Syndicate, Ltd.; Solvit, Ltd.; Surrey Chemical Co., Ltd.; Turner Drug and Galenical Co., Ltd.; Universal Decorators, Ltd.; Victoria Chemical Works, Ltd.; West Riding Chemical Co., Ltd.; British Photographic Products, Ltd.; Dazzal Dyes, Ltd.; Modern Soaps, Ltd.; Old Fort Chemical Co., Ltd.

LEICESTER COLLEGE OF TECHNOLOGY.—Out of twenty-five students entered for the July Chemist and Druggist Qualifying examination in London, fifteen passed and five were referred in one subject. For the Preliminary Scientific examination, twenty-two were entered, twelve passed and five were referred in one subject.

LEEDS TECHNICAL COLLEGE.—The principal (Mr. J. H. Everett, B.Sc.) of Leeds Technical College, Cookridge Street, Leeds, has written to point out that the old name of this institution—namely, Central Technical School—was given in the *C. & D. Educational* number of August 17, p. 214. The following are the day courses provided in the Department of Chemistry:—Assistants' Examination of the Society of Apothecaries, Preliminary Scientific Examination of the Pharmaceutical Society, Associateship of the Institute of Chemistry, Pre-medicine Examination (chemistry and physics) of the Conjoint Board, and part-time evening courses.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1929, p. 333.

(From "The Trade Marks Journal," August 28, 1929.)

- "BRONEX"; for all goods (1). By Photo-Produits Gevaert Société Anonyme, 23 Septe Straat, Vieux Dieux, Antwerp. 504,104. (Associated.)
- "LYSOTAB"; for agricultural chemicals, etc. (2). By Solidol Chemical, Ltd., Disney Street, London, S.E.1. 504,183.
- "FARIPINE"; for agricultural chemicals, etc. (2). By the Farinol Co., Ltd., Ashburton Road, Trafford Park, Manchester. 504,461. (Associated.)
- "SHELL"; for medicinal petroleum products (3). By Shell-Mex, Ltd., St. Helen's Court, Great St. Helen's, London, E.C.3. 479,552. (Associated.)
- "PINOMA"; for medicated bath salts (3). By Ferris & Co., Ltd., Union Street, Bristol. 503,486.
- "LEXAVITE"; for all goods (3). By R. B. Leach, 26 Oakfield Road, Clapton, London, E.5. 501,762.
- "BULLSTREN"; for medicinal chemicals (3). By Société Anonyme pour l'Expansion des Marques de Fabrique et de Commerce, 130 Rue Danton, Courbevoie (Seine), France. 503,858.
- "BUX" with device of winged horse on triangle; for medicinal chemicals (3). By H. Buckley, 84 Far Gosford Street, Coventry. 502,900.
- "HONEYLYPTUS"; for medicinal chemicals (3). By W. D. Mitchell, 18 Clwyd Street, Ruthin. 504,323.
- "CANTASSIUM"; for medicines (3). By L. E. A. Jewitt, Clifton Chambers, Clifton Road, Rugby. 504,508.
- "TUSSILINE"; for a medicine for coughs, etc. (3). By Barnes & Crompton, Ltd., 114a Fishergate, Preston. 504,587.
- "MARATHON" with design of runner; for surgical instruments, etc. (11). By A. Berrelli, 33 Fish Street Hill, London, E.C.3. 504,455.
- "MOJO"; for chewing gum (42). By Morris & Jones, Ltd., 32 Whitechapel, Liverpool. 484,847. (Associated.)
- "PEPTALAO"; for food substances (42). By The West Surrey Central Dairy Co., Ltd., Stoke Road, Guildford. 501,397.
- "LIEBMALT"; for malt food preparations (42). By Neave's Food, Ltd., Fordingbridge, Hampshire. 502,457.
- "BEMAXINE"; for a food preparation (42). By Vitamins (1928), Ltd., 12-13 South Place, London, E.C.2. 503,125. (Associated.)
- "TREFRIW CHALYBEATE WELLS" with label design including Welsh girl and landscape; for natural mineral waters (44). By Trefriw Chalybeate Wells, Ltd., Trefriw, N. Wales. B503,232.
- "RUSKANA"; for a preparation for preventing perspiration (48). By Tibo Products Co., Ltd., Audrey House, Ely Place, London, E.C.1. 502,692. (Associated.)
- "LUX TOILET SOAP" with sampler design; for soap (43). By Lever Bros., Ltd., Port Sunlight, Cheshire. 503,274. (Associated.)
- "LA JOIE D'ELIZA BETH," "L'AMOUR D'ELIZA BETH," "LE REVE D'ELIZA BETH," each written between parallel lines; for all goods (48). By Elizabeth Arden Ltd., 25 Old Bond Street, London, W.1. 503,949/950/951. (Associated.)
- "OLAQ"; for toilet preparations (43). By G. C. Marchand, 67 Aldersgate Street, London, E.C.1. 504,062.
- "DRYBA"; for toilet powder (43). By A. E. Womersley, High Bridge Street, Waltham Abbey. 504,677.
- "DRIZ-O-LENE" on label device of diamond shapes; for preparations for preventing condensation of rain on glass (50). By J. W. Bird, 26 Vine Street, Leicester. 503,984. (Associated.)

APPLICATION AMENDED AFTER OPPOSITION

According to the "Trade Marks Journal" of August 28, 1929, application No. 489,907 for registration of a Trade Mark in Class 3 by Oppenheimer, Son & Co., has been amended to read for "A tonic reconstructive medicinal food for human use."

(From "The Trade Marks Journal," September 4, 1929.)

- "PLEXIGUM"; for chemicals (1) and (2); for medicinal chemicals (3); and for surgical instruments, etc. (11). By Röhm & Haas A.G., Weiterstadterstrasse 42, Darmstadt, Germany. 498,573/574/575/577. (Associated.)
- "ERA-SOL"; for a chemical textile printing substance (1). By L. B. Holliday & Co., Ltd., Leeds Road, Deighton, Huddersfield. 502,470.
- "GLOSSOGEN"; for goods (1). By C. Moore & Co., Ltd., 5 Castle Street, Liverpool. 505,084.

Pharmaceutical Society

of Ireland

Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Ireland was held at 67 Lower Mount Street, Dublin, on September 10, Mr. F. J. Fitzpatrick, P.C. (president), in the chair. The following members of the Council were also present:—Mr. Denis J. Nugent (vice-president), Dr. J. A. Walsh, Dr. J. A. Mitchell, Messrs. P. J. Fielding, J. J. R. Kerr, P.C., D. Warwick, Michael J. Kieran, W. Gannon, P. Kieran, P. A. Brady, P. D. Larkin, J. J. Roche, James McCormack, Patrick Brooke Kelly and John Smith. Dr. Michael Ryan (treasurer) and Mr. Joseph Gorry sent apologies for non-attendance.

THE PRESIDENCY—A SUGGESTION

The registrar (Miss E. C. Grene) read the following letter from Dr. James S. Ashe, Ph.C., 19 Merrion Square, Dublin:—

Gentlemen, as a very old life member, thirty-two years, I would like to make a suggestion which I do not know even is in order: (1) That the present president be given another year of office. The Society is going through a critical stage and he is conversant with all details and has met those who have most to be dealt with in future legislation. (2) He was a marked success in the British Pharmaceutical Conference, even those who might not have seen eye to eye with him in some details acknowledge his absolute straightness and adherence to his work. (3) He has on all occasions been governed by what he considered best in the interests of the Pharmaceutical Society. Under these circumstances I conceive the best interest of the Society would be served by adopting, if possible, my suggestion.

The president said he was sure they were all very grateful to Dr. Ashe for his kindly interest, but that was his (the president's) last appearance in the chair.

The vice-president said he resented Dr. Ashe's interference in the matter. Dr. Ashe's association with the Society consisted in coming to the annual meeting, making a speech which nobody listened to, and clearing out. Dr. Ashe was not a pharmacist.

SOUTH AFRICAN PHARMACY BOARD

The registrar read a letter from the registrar of the South African Pharmacy Board, 270 Van der Walt Street, Pretoria, who wrote:—

I beg to acknowledge the receipt of your letter of the 16th ultimo and, in reply, to inform you that under the Act the Board is unable to recognise any examinations unless full reciprocity is entered into with the country granting the certificate. Under these circumstances the Board will not be able to recognise your examination passed prior to January 1929.

THE DUBLIN CONFERENCE MEETING

The registrar read the following letter from Hugh N. Linstead, secretary to the Pharmaceutical Society of Great Britain, dated July 16:—

You will have seen from the "Pharmaceutical Journal" that at their meeting this month the Council endeavoured to express their appreciation of the work done by the local committee, and by yourself in particular, in arranging for the Conference meeting. The arrangements could not have been more carefully nor thoroughly carried out, and the large number of British visitors will carry away with them the happiest memories of Irish hospitality. The Council asked me to convey to the members of the Executive Committee and to each of the other committees, as well as to the members of your own Council, their grateful and cordial thanks for all that was done to make the conference the success that it was.

The president expressed his appreciation of the letter.

PRELIMINARY REGISTRATION

Miss Marguerite Tuite, Park Villa, Stillorgan, co. Dublin, who submitted a certificate from the National University of Ireland, and Mr. William G. Prenderville, Rose Cottage, Kimmage Road, Terenure, co. Dublin, who submitted an intermediate certificate from the Department of Education (Secondary Education Branch) of the Irish Free State, were admitted to preliminary registration.

CHANGES OF ADDRESS

The following notified changes of address:—

Mr. E. A. Evanson Ashe, M.P.S.I., to 27 Botanic Road, Glasnevin, Dublin; Mr. P. Buckley, Ph.C., to 91 Patrick Street, Cork; Miss C. M. Harrington, to 91 Patrick Street, Cork; Mr. D. J. Long, Ph.C., to 34 Upper Grattan Hill, Cork; Mr. P. O'Donoghue, Ph.C., to c/o Foley's Medical Hall, Killarney, co. Kerry; Mr. G. W. Irwin, Ph.C., to c/o Hayes, Conyngham & Robinson, Ltd., 66A Upper George's Street, Dun Laoghaire, co. Dublin; Mr. A. Maher, Ph.C., to 53 Laurence Street, Drogheda; Mr. E. J. Nelan, Ph.C., to Arcade Pharmacy, 1 Dublin Street, Carlow; and Mr. Robert Wolfe, Ph.C., to c/o Mrs. Rainsbury, 16 Lavitt's Quay, Cork.

REPORTS FROM COMMITTEES

Reports from the Law Committee, the House Committee, the Registrarship Committee, the Pharmacopœia Committee, and the School Committee were received and adopted.

THE REGISTRARSHIP

Arising out of the report of the committee appointed to consider the question of the registrarship, it was decided to issue an advertisement inviting candidates for the position of registrar. It was decided to restrict the candidature to pharmaceutical chemists.

REVISION OF THE PHARMACOPŒIA

Arising out of the report of the Pharmacopœia Committee, Mr. John Smith was appointed to represent the Society in the work of the revision of the British Pharmacopœia.

SCHOOL OF PHARMACY

A report on the working of the recently-established School of Pharmacy for the session 1928-1929 from Mr. T. J. Smith, M.P.S.I., the lecturer, was submitted. It stated:—

The number of students who enrolled for the course provided was very gratifying, as throughout the three terms of the session the School was accommodating practically its full capacity, with a total for the session of ninety-four out of a possible ninety-six students. As I anticipated when discussing the syllabus with the School Committee before the opening of the School, it was found quite impossible to give the subjects adequate treatment in the short time available. With the exception of two lectures devoted to percentage estimations and the conversion of B.P. formulas into Imperial units, the important section of the subject dealing with galenical pharmacy had to be omitted entirely. A further two lectures were provided dealing with incompatibility, the remaining lectures being given to a systematic course in dispensing. The more difficult items of the latter, viz., pills, suppositories, mixtures, gargles and emulsions, occupied seventeen lectures, being given fairly full treatment, both theoretical and practical, but the treatment of the remaining items was mainly theoretical as only two or three lectures were left available. It was not found possible to provide any practical work for the students in the compounding of ointments, among other items, owing to the lack of time. To provide further time for compounding, also instruction in the composition and processes for preparing the galenicals, with practical work on typical members of each group, the extension of the course to three lectures a week is very much to be desired.

After a long discussion it was decided to continue the lectures for two nights in the week, as at present.

REPORTS FROM EXAMINERS

The registrar submitted reports from the examiners on the Pharmaceutical Licence, the Pharmaceutical Assistant, the Registered Druggist, and the Preliminary examinations. From the reports it appeared that thirty-five candidates presented themselves for the Licence examination, of whom four passed; that there were thirteen candidates for the Pharmaceutical Assistant examination, of whom eight passed; that there were four candidates for the Registered Druggist examination, none of whom passed; and that there were twenty-six candidates for the preliminary examination, of whom twelve passed.

REPORT OF DEATH

The registrar reported the death of Mr. W. J. Rankin, Ph.C., late of Belfast.

SCRUTINEERS OF THE BALLOT

Mr. Warwick and Mr. Brady were appointed scrutineers of the ballot, and it was decided to request Mr. John Smith to preside at the scrutiny, the president and the vice-president retiring by rotation and seeking re-election.

SEALING OF PHARMACEUTICAL LICENCES

On the motion of the VICE-PRESIDENT, seconded by Mr. KERR, it was decided that the Pharmaceutical licences of the following be sealed:—Mr. Patrick J. Higgins, Mount Evans, Rathangan, co. Kildare; Miss Carmelita E. Canton, Kells, co. Meath; Mr. Matthew Joseph Hanna, 23 Mount Eden Road, Donnybrook, co. Dublin; and Miss Caitlin O'Kelly, 8 Winton Road, Leeson Park, Dublin.

PROPOSED EVENING MEETINGS

The PRESIDENT mentioned that it was proposed to hold evening meetings at which papers would be read and he invited members of the Council who wished to read papers to do so. He asked that the Council should grant the use of the Council Chamber for the use of the proposed meetings. The permission requested was granted.

ELECTIONS AND NOMINATIONS

The following were elected to membership:—

Mr. Patrick Cahill, Ph.C., Whitehall Pharmacy, Drumcondra; Mr. Edmond Collins, Ph.C., Medical Hall, Killoughlin, co. Kerry; Dr. J. Dalton, Ph.C., Shannon Lodge, Banagher; Mr. J. E. Devitt, Ph.C., 89 The Quay, Waterford; Mr. Wm. Dowling, Ph.C., 3 Lower Castle Street, Tralee; Mr. C. J. Dunlop, Ph.C., 43 Harrington Street, Dublin; Mr. P. Godfrey, Ph.C., Medical Hall, Castle Street, Cahir; Miss K. Hoey, Ph.C., The Pharmacy, Ballybay; Mr. E. J. O'Donnell, Ph.C., 5 & 6 Fade Street, Dublin; Mr. Charles O'Neill, Ph.C., 36 High Street, Kilkenny; Miss Elizabeth M. Roe, Seaton Place, Dundalk; Mr. J. A. L. Sewell, Ph.C., Medical Hall, Killarney; Dr. R. Treacy, Ph.C., 5 James Street, Tipperary; and Dr. Kathleen Waldron, Ph.C., Castle Street, Cahir.

The following were elected to associateship:—

Miss C. J. Clune, R.D., Bourke's Medical Hall, Tulla, co. Clare; Mr. G. Darlington, R.D., Maryville, Raheny, co. Dublin; Miss M. Gilligan, R.D., 79 Mungret Street, Limerick; Miss M. Gunning, R.D., Ballymacurley House, Roscommon; Mr. J. C. Heffernan, R.D., O'Connell Street, Ennis; Mr. T. J. Keatinge, R.D., 2 Millmount Avenue, Dublin; Mr. Roland Lynch, R.D., Ballinagh, co. Cavan; Mr. J. P. O'Connor, R.D., 2 Dolphin Barn Street, Dublin; and Mr. R. Taylor, R.D., Tinahely, co. Wicklow.

The following were nominated for membership:—

Mr. A. Cullinane, Ph.C., 55 John Street, Waterford; Mr. Francis J. Duffy, Ph.C., The Modern Pharmacy, Lower Bridge Street, Belfurbet, co. Cavan; Mr. G. W. Irwin, Ph.C., c/o Hayes, Conyngham & Robinson, Ltd., 66a Upper George's Street, Dun Laoghaire, co. Dublin; Mr. A. Maher, Ph.C., 55 Laurence Street, Drogheda; Mr. Jerome McEvoy, Ph.C., Medical Hall, Granard, co. Longford; Mr. E. J. Nolan, Ph.C., The Arcade Pharmacy, 1 Dublin Street, Carlow; Mr. H. T. Whitley, Ph.C., Copithorne's Medical Hall, Skibbereen, co. Cork; and Mr. James S. Starkey, Ph.C., 52 Brighton Square, Rathgar, co. Dublin.

LIP-STICK AS A COMESTIBLE.—Writing to "The Daily Telegraph" on September 6, Mr. H. W. McWhirtle remarks that the present-day lip-stick is often applied before meals and between courses, and suggests that a considerable amount must be consumed in the literal sense of the word. He suggests that the approximate weight accounted for in this manner and the analysis of the ingredients might be of interest.

"SHERLOCK HOLMES" ON HOMICIDAL POISONING.—In an interview appearing in "The Evening Standard" of August 30, Sir Arthur Conan Doyle expresses the view that the laws governing the sale of poisons are strict and cannot well be tightened. He adds: "Perhaps the case of weed killer containing arsenic might be dealt with. It is in nearly every household, and is about the only poison which is always at hand. You might give weed killer a peculiar nauseous smell, so that anyone would recognise it, no matter what it was put into. Even then it would drive the poisoner to more subtle methods."

National Insurance Formulary

By John Humphrey

It is gratifying to learn from "Medicus" (*C. & D.*, September 14, p. 305) that all reasonable criticism of the National Insurance Formulary will receive thankful consideration by the committee which may be responsible for the revised issue. This is what one would naturally expect, but pharmacists are confronted with the immediate difficulty that some of the formulas in the book as published are not such as will yield satisfactory products. We are told that the Formulary Committee has had the advice of three pharmacists of high reputation, but it is inconceivable that any pharmacist with practical experience can have approved of all the preparations to which I directed attention in my previous communication (*C. & D.*, August 24, p. 228), and it would appear, according to Mr. Mallinson's letter, that advice which was given by the three pharmacists was not necessarily acted upon. This doubtless explains why the new Formulary contains so many examples of bad pharmacy, and we ought to sympathise with Mr. Mallinson and his two colleagues because of the difficult position in which they found themselves placed. It is correct, as Mr. Mallinson states, that it was found necessary to issue lists of corrections and alterations to the first British Pharmaceutical Codex, but those lists were published with and shortly after the publication of the book, so that no erroneous information had any prolonged period of currency. Why should not a similar course be adopted in the case of the National Insurance Formulary, instead of waiting, as "Medicus" suggests, until all the faults in the book have been detected? Would it not be wise to appeal for information respecting further faults which may have been noted, with a view to the speedy publication of an official list of necessary corrections and alterations? The most serious faults will be found to consist of errors in construction of formulas, and it is in this direction that pharmacists can render service. They have no desire to interfere with the medical practitioners' choice of medicaments or formulas, but they know more about the building up of formulas, and their assistance is to be had for the asking. My suggestion that the Pharmaceutical Society might well be consulted before the production of a revised issue of the National Insurance Formulary was not in the nature of special pleading, and I am sorry to find that Mr. Mallinson takes it so much amiss. Moreover, he is illogical in assuming, at the end of his letter, responsibility for a work which, according to him, the British Medical Association was acting as an independent body in compiling. My suggestion was made to the B.M.A., which could hardly consider it undignified to follow the example of the General Medical Council and the Pharmacopœia Commission.

My copy of the National (Insurance) Formulary has just come to hand—only two weeks before same comes into force, mark you—two weeks to clear stocks of such items as liq. am, aromat., tinct. camph, co. aquos., and other such abominations, which assuredly will never be wanted again and represent a dead loss. What has raised my ire is to find that the medical men, instead of writing the number of the formula, quantity and directions, are now merely to write the name of the formula, and we, after deciphering same, have then to look up in the Formulary for quantity and directions. I have in mind a shop where the finishing counter is, unavoidably, 46 ft. from the dispensary, and as the number of scripts on a Saturday approach 200, one can visualise the extra and totally unnecessary work entailed. One can understand Mr. Mallinson's explanation of the "hopeless" formulas being included in the book, but there is no excuse for allowing the medical men to slip out of this bit of work and push it on to the overworked chemist. The chemists on the committee (National Insurance Formulary) should have demanded numbers for the formulas (for easy identification) and quantity and directions to be stated on each script. It is to be regretted that the aforesaid chemists had not had a taste, last winter, of a panel 'flu rush day—they would then have fought against this injustice.—*M.P.S.* (16/9).

Linking Up with Advertising

MANUFACTURERS of proprietaries and other goods sold by the chemist and druggist carry out from time to time what is called a "national" advertising campaign, and their goods are given wide publicity in the local Press, on the poster boardings, and in other ways suggested by modern advertising experts. As the chemist bears no portion of the expense of a national campaign, he is inclined sometimes to regard the business which comes to him through this event as a right—as business which will come to him in any case; and he makes no special effort to link up his own establishment with the advertising campaign. Business from a campaign, however, could be far more profitable, could reach a higher figure, and could help in selling other goods, if the chemist would co-operate with the campaign in a definite way. If he expresses a wish to co-operate with the advertising scheme, the matter will be handed over to an advertising agent, who welcomes the opportunity to link up the campaign in any one district with a progressive chemist. The agent will supply advance information about advertisements in the local Press and on the boardings near the chemist's shop. He may also supply suitable leaflets, suggestions for window displays, counter dressing and other "dealer-helps" which can be utilised to support the campaign. If these are used according to a carefully worked-out schedule, the chemist can obtain double or treble the amount of business which he would have in ordinary circumstances.

AN OUTLINE OF PROCEDURE

Having obtained support from the advertising agent, the chemist should lay his plans some days in advance. As an example, it will be supposed that a new campaign for a particular brand of health salts is about to begin, and that space is booked in the local papers beginning on May 15. This information reaches the chemist on May 1. The first thing to do is to check the stock of the salts and, if it is not up to normal, order sufficient to meet the anticipated demand. A further order may be placed with a wholesaler, to be kept in reserve and dispatched on receipt of a wire or postcard. The chemist may next make arrangements about display—e.g., go over any unusual figures or display apparatus which he may have, to see if these can be used in connection with an arresting display of the salts. He can check any supply of leaflets or folders which he may have dealing with the salts, and order a fresh lot if required. He should obtain proofs of the advertisements that appear in the Press. If he uses the local Press for his own advertisements, he should book space, if available, immediately below the manufacturers' announcements. In the same way, he may arrange with the bill-poster to place one of his bills immediately underneath the manufacturer's posters, so that he may reap the full benefit from this form of publicity. About May 10 every assistant should commence enclosing the leaflets advertising the salts in parcels handed over at the counter or sent to customers. On May 13 the window display should be prepared. The curiosity of passers-by may be aroused by covering the glass with blank paper in the centre of which in small letters the following wording might appear: "This window is reserved for a special display of . . . Salts. Watch for the advertisement in 'The Daily —.'" On May 14 the blank paper may be removed to the extent of a portion about two feet square in the centre of the glass. Round the opening, proofs of the newspaper advertisement should be pasted, with an indication of the date on which the Press campaigns opens.

There is no need to conclude that an arresting window display must be expensive: on the contrary, many of the most powerful displays have not cost more than a few shillings. Novelty, originality and unique methods are required rather than costly trimmings and an enormous stock. If the salts are marketed in a tin coloured blue and gold, the back, ceiling and floor of the window can be covered with a blue unfadable cotton. In the centre there can be arranged a single pedestal, draped with gold-coloured cotton, supporting a single tin of salts. One or two showcards giving prices for alternative sizes, and worded to link up the display with the Press advertisements, and the window will be attractively dressed at a small cost. Interior displays should also be arranged,

giving prominence to proofs of the advertisements and to the leaflets. It should be the aim of the chemist to impress indelibly on the mind of every person who enters the premises that here is the place to buy the salts. The experience and skill of the advertising agent are such that the salts are bound to sell: it is for the chemist to arrange for as many sales as he can get while the advertising campaign is running. He will no doubt add to his other business as well.

Wake Up, Pharmacy!

II

Ours is not the only country in which the individual trader is being crushed between the upper and the nether millstone. In the United States the retail trader has, for some time, been at the mercy of the multiple stores; and requests have been made for a further investigation, this time into the ethics and methods of the multiple stores. The Federal Trade Commission has been instructed to make such an investigation. The terms of reference include a thorough examination of methods of buying and selling goods, in order to ascertain whether such methods constitute a breach of the anti-trust laws. In this country we shall await with interest the publication of the report of the Commission.

Many changes have taken place in country towns during recent years. The cause or causes of these changes would be difficult to find. Some are fairly apparent. There has been a change in fashion and outlook. Country cousins are no longer dowdy in dress, broad in speech and self-conscious in manner compared with their town relations. There has been a marked alteration in the social life of the average country town. The old-time leaders, the business men of standing, have largely been replaced. Whereas at one time all the shops were under the individual management of their owners, now at least one-quarter of those in the main shopping street are branches of one or other of the multiple stores. It is noticeable that the multiple stores invariably have branches in the best shopping centre. Whatever the cost, no other position but the best will do for them. The managers of these branches and their staffs are often people brought into the town, not local people as in the individual shops. Generally speaking, their interest ends with the ending business day. Whether it is good or not we cannot say, but the change has come. There seems to be a tendency, too, for multiple stores to destroy or to undermine individual enterprise. A man in his own business is ever alert to seize the opportunity of expansion on sound lines. A manager of a store wants to increase his trade, but with a difference; for he cannot buy that which he knows will sell, but usually has to sell that which is sent to him.

If the individual shopkeeper is willing to be squeezed out, he can be. The sooner he bestirs himself the better. Pharmacists have shown that competition of the store type has not only been without harm to them, but has helped them to build bigger and better businesses. No man should take competition lying down, but should be up and doing. Some traders appear to have a wish-bone where the backbone should be. The real value of pharmacy is in the individual pharmacist. The odds are always with the private chemist if he will grasp his opportunities. The chance he has to gain the trust and confidence of his customers is the foundation on which a business is built. Prices have little to do with it—they are soon forgotten, but personal service lingers. The individual proprietor can, and should, deal with complaints: Hundreds of ways in which a private chemist has the advantage will occur to everyone: buying, selling, stock-keeping, friendship with customers and medical men are some of them. Personality is the touchstone of the chemist, and it is his greatest asset.—CENTRALITY (1/7).

GUIDE TO INVESTORS.—Under the title "Investment for Profit," a book by Mr. C. R. Stiles, dealing with stocks and shares and containing a glossary of technical terms, has been published at 5s. by "The Financial Standard," 71 Fleet Street, London, E.C.4.

Scottish Chemists' Exhibition

THE third chemists' exhibition (organised by the "British and Colonial Pharmacist") held in Glasgow was opened on September 16 by Mr. Charles Simpson, Aberdeen, chairman of the North British Branch of the Pharmaceutical Society, who compared the conditions in pharmacy to-day with those which prevailed fifty years ago. The scope of the business had extended, he said, almost beyond recognition. While one rejoiced in the excellent display of toilet requisites and other articles, one would like to see a little more of the fine chemical exhibits, in connection with these displays. The chemist of to-day was a much more scientific man than his predecessor, and he was also better trained for business. Although great progress had been made in the course of the years, they had still much farther to go and much to learn. In exhibitions they had an educative factor of great value.

Space was found in St. Andrew's Hall for stands to the number of seventy-eight, and the exhibitors had contrived successfully to utilise every corner for attractive shows of their goods. The exhibition remains open till Friday, and the following brief notes summarise the displays.

THE exhibit of POTTER & MOORE, LTD., is divided into three main features comprising Old English 1749 Mitcham Lavender Water, the popular Buisson's Oriental Poppy, and a new perfume, Purple Lilac.

Solidified peroxide of hydrogen of ten volume strength neatly packed in airtight tubes is shown by ARTHUR H. COX & CO., LTD., whose further exhibits include the new series of Royal toilet lines. Cod-liver oil tablets have come back again and are being taken up well by the trade.

CHARLES MIDGLEY, LTD., have a nice selection of medicated soaps, bath soaps, etc., and attention is directed to their Christmas novelties which by their attractive style should appeal to all classes.

Special window show-tickets are supplied by F. S. CLEAVER & SONS, LTD., who exhibit terebene anti-septic, and otto of violets complexion soaps in addition to toilet preparations.

AVA, LTD., whose ultra-violet ray complexion soap is now so well known, have a striking show. Each tablet it is claimed contains the equivalent of a bottle of eau de Cologne, and chemists are supported by some up-to-date selling aids.

New Mix tooth paste is exhibited by GILMONT PRODUCTS, LTD., and to explain the idea of a "tube within a tube" there was shown a "dummy" section of the tube.

For infants and invalids, Berina foods are well known, and MONTGOMERIE & CO., LTD., showed the two kinds: No. 1 for infants from birth to six months, and No. 2 from six months and upwards. The malted milk food manufactured by the same company is a nourishing diet suitable for children and adults, and it is recommended in cases of influenza and digestive disorders.

An impressive display is made by HARKNESS, BEAUMONT & CO., LTD. The latest additions to their malt products are Strenthol Vitamin Malt, and Sunray Malt and Oil, while Edina Malt and Malt and Oil were marketed this season. In emulsions, fourteen different labels are prepared, and the chemist has thus a wide variety of choice. The newest bottle is Bonum Irradiated, a product which contains irradiated ergosterol, ensuring along with the natural cod liver oil incorporated, a large percentage of Vitamin D. Striking label designs attract attention to the Italian olive oil on a stand which contains much of interest.

An unusual exhibit is made by ARMOUR & CO., LTD., who show a complete range of specimen glands. This is the first time they have been shown at a chemists' exhibition. The display of extract of beef, fluid beef and beef cubes was supplemented by dainty tasting samples. The beef extract is now put up in an air-tight container which takes the place of the old white pot long so familiar to the chemist.

On Sister Laura's stand (SISTER LAURA'S INFANT & INVALID FOOD CO., LTD.) is shown Teddy-lax, a laxa-

tive for children which takes the place of castor oil. This has proved a popular line with chemists.

W. T. OWBRIDGE, LTD., display their old-established specialties—the lung tonic, pills and embrocation. Neat and effective showcards are available.

AYRTON, SAUNDERS & CO., LTD., occupy five stands, and their exhibits are on the usual comprehensive lines. Drugs, preparations, and sundries of all descriptions are neatly set out, and it is possible to see at a glance any particular article one is specially interested in. There is a comprehensive range of packed goods, while the surgical appliances are very numerous. Of seasonal lines on view the new hot-water bottle for which there is a special cut-out for window display may be mentioned. The prices of cough candy, which also suggests the foggy and colder weather, have been reduced, and here also selling aids are provided.

PARKE, DAVIS & CO. exhibit a large selection of goods, including Euthymol tooth paste, cod-liver oil, Analgesic balm and embrocation.

Medical, surgical and chiropodial plasters were shown in great variety by EDWARD TAYLOR, LTD., whose products are in demand in all parts of Great Britain and many foreign countries.

FASSETT & JOHNSON, LTD., have a comprehensive display of many popular proprietary articles, including Angier's emulsion, Bemax, California syrup of figs, Reudel bath saltrates and Sloan's liniment.

W. B. CARTWRIGHT, LTD., display an attractive range of pharmaceutical specialties, which include Scotch ginger wine essence, Penetrol (a new inhalant), and various other lines. A new perfume, Crimson Perfume, will be introduced shortly.

The personal weighing machine is now almost a universal adjunct in the chemist's shop or outside his door, and the AUTOWAY CO., who exhibit several models, have supplied many in the trade. As an additional offer they give an infant balance free to every purchaser of an Autoway.

CUPAL, LTD., show their Red Ring series of preparations and other lines, including Cherry Ginger Wine, which is in a new pack.

Other exhibitors were:—ECONASIGN Co. (patent printing outfits); A. F. CORBETT & Co. (shop-fitters); EMERSON DRUG CO.; HOPE'S SOAPS; KOLYNOS, INC.; THE CHEMISTS' FRIENDLY SOCIETY; VISCOSÉ DEVELOPMENT CO., LTD.; THE PEPSODENT CO., LTD.; STANIFORM, LTD.; R. H. ALLEN & CO.; PRICHARD & CONSTANCE, LTD. (Amami shampoos); THE NATIONAL CASH REGISTER CO., LTD.; GENATOSAN, LTD.; REMINGTON CASH REGISTER CO., LTD.; R. W. J. RENDALL, LTD.; T. & H. SMITH, LTD.; HUNTER BEATTIE (soaps); COCKBURN & CO., LTD.; W. H. THOMAS (Monson's toiletries); EUGENE RIMMEL, LTD.; YADIL PRODUCTS (1925), LTD.

Trade Notes

PLASMON, LTD., 66A Farringdon Street, London, E.C.4, are now packing Plasmona in table form.

LACTOPEPTINE is obtainable direct from the Beecham-Veno Laboratories, Old Trafford, Manchester, or through the usual wholesale channels.

VACUUM FLASKS.—M. J. Fecher, Ltd., 10 Dod Street, London, E.14, announce that they have opened a factory in Thuringia, capable of producing 250,000 vacuum flasks annually.

BOTTLES.—Edward Taylor Sons & Co., Ltd., Hanover Street, Liverpool, offer bottles of every description packed in cardboard boxes. Lettered name plates and samples will be supplied free.

PRICE'S NIGHT LIGHTS.—Price's Patent Candle Co., Ltd., Battersea, London, S.W., in connection with their autumn night light campaign, are packing their Sentinel night lights in "village" cartons in place of the usual boxes.

NEWBERRY'S CATALOGUE.—A new edition of their catalogue of druggists' sundries, packed goods, drugs and photographic materials has been issued by Francis Newberry & Sons, Ltd., Charterhouse Square, London E.C.1.

Births

Notices for insertion in this column must be properly authenticated.

SCURR.—On September 14, the wife of C. A. Scurr, F.S.M.C., chemist and druggist, 50 High Street, Barnet, of a son.

Marriages

HALE—BOWEN.—At Grange Road Primitive Methodist Church, Birkenhead, on September 4, George L. Hale, chemist and druggist, to Nellie Bowen.

JONES—BARKER.—At Llanrwst Parish Church, on August 31, Griffith Ivor Jones, Midland Bank, Llanrwst, to Mary Barker, elder daughter of Mr. Robert Barker, chemist and druggist, Buckley.

KIRMAN—HAZLEWOOD.—At Wadsley Parish Church, Sheffield, on September 14, Eric A. Kirman, chemist and druggist (secretary of the local Branch of the Pharmaceutical Society), to F. H. Hazlewood.

MEYNELL—WALLER.—At the Parish Church, Farncombe, Surrey, on September 7, John Henry Meynell, chemist and druggist, to Ruby Bertha Waller.

PARRY—ODGERS.—At Minera Parish Church, Wrexham, on September 2, John R. Parry, chemist and druggist, to Beatrice Maisie Odgers.

Deaths

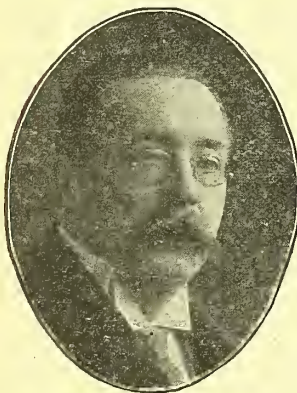
BALL.—At Weston-super-Mare, on September 6, Mr. George Stephen Ball, Ph.C., aged eighty-four.

BARNES.—Recently, Mr. Lawrence Robert Barnes (Barnes & Crompton, manufacturing chemists, Preston), aged eighty-five.

CREASEY.—Suddenly, on September 12, Mr. William Rufus Creasey, chemist and druggist, Billingham, aged fifty-two. Before coming to Billingham about twenty-one years ago Mr. Creasey was in business at Byfleet, Surrey.

PERKIN.—At 5 Charlbury Road, Oxford, on September 17, Mr. William Henry Perkin, M.A., F.R.S., Waynflete

Professor of Chemistry in the University of Oxford, eldest son of the late Sir William Perkin, aged sixty-nine. One of the most distinguished figures in British chemistry, Professor Perkin received his early education at the City of London School and the Royal College of Science and afterwards studied at the universities of Würzburg and Munich. In 1887 he was appointed Professor of Chemistry at the Heriot-Watt College, Edinburgh, and in 1890 was elected to the Fellowship of the Royal Society. While in Edinburgh he wrote, with Dr. Stanley



PROFESSOR W. H. PERKIN

Kipping, a number of text-books on chemistry and also carried out investigations on alkaloids. During the period at Owens College, Manchester, which began in 1892, the eminence of Professor Perkin as a teacher and experimental research worker became quite obvious. His work placed him in the foremost rank of chemists. At this time he did many brilliant researches on camphor and allied compounds. He performed a unique series of investigations on the colouring matter of logwood, and he began new and highly important work on a number of alkaloids. He was also associated with "non-flam" fabrics. In 1912 Professor Perkin was appointed to the Waynflete Professorship of

Chemistry in the University of Oxford as the successor of William Odling. From 1915 onwards he and his collaborators made remarkable progress in the disentanglement of the molecular structure and in the synthesis of a number of highly complex alkaloids, among them being cryptopine, protopine, epiberberine, harmine, oxyberberine, and dicentrine. In 1925 Professor Perkin was awarded the Royal Medal in recognition of his distinguished work. He was president of the Chemical Society from 1913 to 1915, and he served on the Council of the Royal Society both in 1904-5 and in 1908-10. He was elected as an honorary member of the Royal Society of Edinburgh, the American Academy of Arts and Sciences, the Belgian Academy of Medicine, and the Royal Society of Upsala, and as a corresponding member of the Academies of Bavaria and Göttingen and of the Institute of France.

RIDEAL.—At Glossop, on September 7, Mr. Frank Rideal, chemist and druggist, aged sixty-five.

Personalities

DR. J. COFMAN-NICOESSE, chemist and druggist, has been appointed managing director of the Société Française du Lysol, 65 Rue Parmentier, Ivry-sur-Seine.

MR. EDGAR FURNESS, chemist and druggist, who was formerly in business at Stephenson Place, Chesterfield, sailed with his wife and son, on September 13, for South Africa, principally on account of health reasons. Mr. Furness will join his two sons, who are farming in Rhodesia.

We had a visit during the week from Mr. J. W. Couldridge, of Port Elizabeth, South Africa, who is returning home on September 21 after an extended and enjoyable holiday in this country. Mr. Couldridge speaks most favourably of business conditions in the Colony at the present time.

THE Lord President of the Council has appointed Lord Rayleigh, D.Sc., F.R.S., Sir Arthur Balfour, Sir William H. Bragg, D.Sc., F.R.S., and Sir James Walker, D.Sc., F.R.S., to be members of the Advisory Council to the Committee of the Privy Council for Scientific and Industrial Research, Sir H. C. Harold Carpenter, Dr. G. C. Clayton, Sir Richard T. Glazebrook and Sir James H. Jeans have retired on completing their terms of office.

Wills

MR. JAMES ALFRED PEGG, of Strelley, Alexandra Avenue, Mansfield, chemist and druggist, who died on May 6 last, left estate of the gross value of £5,435 18s. 3d., with net personalty £3,979 5s. 8d.

MR. ROBERT NICOLL, of 90 Mayfield Road, Edinburgh, chemist and druggist, who died March 5 last, aged 58 years, left personal estate in Great Britain valued at £4,740 5s. Probate of the will has been granted to Mrs. Margaret Reid Nicoll, of the same address.

MR. JOHN BILLINGTON, of the Metropole Pharmacy, Metropole Buildings, Promenade, and 32 Sherbourne Road, both in Blackpool, chemist and druggist, who died on April 10 last, aged 69 years, left estate of the gross value of £1,949 12s. 11d., with net personalty £1,756 14s. 6d. Probate of his will has been granted to his widow, Mrs. Frances Ellen Billington, of the same address, the sole executrix.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/179. Bauvelks plasma ointment	S/179. Hoyle's miraculous oil
P/189. Fusol	L/179. Rose de Bengale perfume
B/189. Kem	B/189. Vervet arch support
B/179. Karmaine for dogs	B/179. Zanio disinfectant

Observations and Reflections

By Xrayser III

A Correction

seems necessary of one word in my notes published last week, because what was printed conveys a totally wrong impression of what I intended. In the last line of the paragraph beginning "Other Letters," the word "speciality" appears, instead of "specially." The difference in meaning is marked, and I desire to be free from any charge of appearing to encourage specialty business.

Seventy Years Ago

chemists and druggists were undergoing the process of final hammering into a separate class, and there was nothing to prevent anyone from using the trade descriptions which were to become the subject of legal restriction nine years later. It is not difficult to imagine, therefore, what a godsend the establishment of THE CHEMIST AND DRUGGIST must have been to our predecessors. They sought to secure differentiation from the untrained and unskilful persons who were free to do anything that it seemed only right should not be done except by those who had been properly trained during a long apprenticeship. The first Pharmacy Act had been passed some seven years before the *C. & D.* came into being, but the effects of this were mainly to confirm the Charter of Incorporation granted to the Pharmaceutical Society and to authorise the preparation of a Register of Pharmaceutical Chemists, whilst also affording recognition to the Society's examinations and restricting the use of certain titles. This did not help the ordinary chemist and druggist except indirectly, and it was not until the passing of the 1868 Act that any safeguard was provided for the public in the matter of compounding, dispensing, or selling poisons, by restricting those functions to a class of duly qualified persons. During those nine fateful years the *C. & D.* was steadily engaged in defending the interests of chemists and druggists then in business, and your seventy years' record (*C. & D.*, September 14, p. 319) shows that your activities have ever since been directed to the same end. Most of your editors and publishers have been personally known to me, and I can vouch for the consistent manner in which they all made the protection of the business interests of chemists and druggists the main plank in their policy.

Seventy Years Hence

what will be the position? Will everyone then engaged in the distribution of poisons and medicines to the British public be a pharmaceutical chemist, or describe himself for business purposes as a pharmacist? Possibly by the year 1999 shops where goods are sold by retail will have become only a memory, if not a mere tradition, and provision will have been made by the State for proper recognition and adequate remuneration of all those who compound and dispense the nation's medicines. An even more startling suggestion that presents itself is to the effect that the need for medicines, as we know them, may have largely vanished. What is called preventive medicine may have become developed to such an extent that the old-fashioned curative medicine may be entirely out of date. But, whether the demand be for remedies or for preventive preparations we may probably rest assured that our successors will be found as ready in the year 2000 to do all that may be required of them as we are to-day, and that they will have appreciated to the utmost the *C. & D.* presentation of its one hundred and forty years' record. How one would like to peep so far into the future as to learn what solution had been found to some of our present-day problems.

One Problem

of which I await with interest the solution is that of the future of the National Insurance Formulary. According to the tenth annual report of the Ministry of Health (*C. & D.*, September 14, p. 308), it is anticipated that the use of the Formulary will result in a substantial saving of time and labour. Whose time and labour are thus to be saved? The doctor's, presumably,

as it is not easy to see how the chemist can save either time or labour by having to dispense abbreviated prescriptions. Further, it is stated in the Report that Insurance patients will also be able to obtain the benefit of recent additions to knowledge of the efficacious use of drugs. How this is to accompany the use of the new Formulary is far from clear, because if there is one thing certain it is that there is nothing new in the book. Mr. Mallinson seems to vouch for this in his letter which you publish (p. 330), for he states that new formulas had practically no friends on the Committee responsible for the production of the Formulary, and that the chemists' representatives soon discovered that the work was to be mainly a collection of formulas culled from the local formularies previously in use. He also informs us that the doctors on the Formulary Committee objected to the book being called the National Insurance Formulary because of the supposed implication that such title would support the criticism that insured patients were to have medicines which would not be used by doctors generally. But that implication happens to be justified by the facts of the case, as has been pointed out already in the columns of the *C. & D.* In my considered opinion we should make a particular point of calling the book the National Insurance Formulary, and I see not the faintest prospect of its ever securing adoption for general use. It would be laughed to scorn in hospitals and medical schools, if my experience of such institutions counts for anything.

If the Opticians,

who this year are celebrating the tercentenary of their guild—The Worshipful Company of Spectacle-Makers—had consented to the implications of their motto their operations would have been very circumscribed indeed. "A Blessing to the Aged," associated with a shield charged with three pairs of spectacles (pince-nez), serves for a coat of arms embodying both a worthy aspiration and a pictorial advertisement. Even at that time it must have been a short-sighted policy to offer spectacles, which were apparently invented some three hundred years previously, only to the aged, because the utility of them to people of all ages was evident and appreciated. The "perspective glasses" of the Master and Wardens may have augmented their physical vision, but they did not extend their imagination. One of the most noteworthy instances of impaired eyesight and its effects in a comparatively young person is the case of Samuel Pepys, who was born three years after the granting of the charter referred to. When he was only 31 years old (1664) he tells of a visit he received from Mr. Cocker—"and," says he, "I dis-coursed with him about his writing and ability of sight, and how I shall do to get some glasse of other to helpe my eyes by candlelight." During the following two years he experienced increasing difficulty in writing by artificial light. In December 1666 he determined that he would purchase "some green spectacles"; this resolution he put into practice on Christmas-Eve. On the New Year's-Eve he gives his review of the past year and complains of his eyes being "very sore and ill."

The Green Spectacles

were a disappointment to Pepys. At the end of July 1668 he writes in despondent terms to the effect that "the month ends mighty sadly with me, my eyes being now past all use almost; and I am mighty hot upon trying the late printed experiment of paper tubes." The latter part of this observation almost certainly has reference to a communication which had been made to the Royal Society. Pepys, with the advice of Dunnleby, the flageolet maker, and Shotgrave, of the Royal Society, contrived to make some of the tubular spectacles which he was "mighty hot upon trying." But these, like the green spectacles, availed him so little that at the end of May in the following year (1669) he felt compelled to lay aside his beloved diary. Thus at the age of thirty-six, an age when most men are only beginning to realise what maturity is, this sanguine, alert man of affairs, with so keen an appetite for work and pleasure, puts a period to a record of the middle of the 17th century whose throbbing vivacity streams in every fibre of English literature.



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Editorial Articles

Monotony in Work

THE fifty-sixth report of the Industrial Fatigue Research Board (Stationery Office, 2s.) is entitled "The Effect of Monotony in Work," and comes from the pen of the same investigators as the report on variety in work noticed in our issue of June 1 last—Messrs. S. Wyatt, M.Sc., J. A. Fraser, M.A., and F. L. G. Stock. The processes investigated were not quite identical with those which formed the basis of previous reports on similar topics, but again included soap wrapping. We have so often commended to the attention of our subscribers, and in particular those of them who are interested in industrial processes, the reports of the Board that we have the less hesitation in observing that the report before us shows some deviation from the high standard that we have accustomed ourselves to expect in reports of this kind. In the first place, the opening section of the report, dealing with the nature of boredom, appears to us to show evidence of the difficulties arising from capricious selection. It may be safe at this time of day—though we do not suggest that it is—to ignore the work of Herbert Spencer; but the fertile suggestions of William James, who was a physiologist and a doctor of medicine as well as a psychologist, are of a different order. In the second place, one of the main lines of approach adopted, the putting of questions to the workers taking part in the tests, is so obviously in need of extreme care in the use of the answers received that we wonder whether the authors of this report have not too often accepted replies at something like their face value. An example of this occurs on pages 37-38, where we read that in the wrapping of a given number of tablets of soap, a change of process was introduced which for a time caused discontent on the part of those who had to work it. About two months later, however, the same workers were of opinion that the conditions of working by the new process were much improved, and that the work was less tedious (the authors' words are "less tedious and fatiguing," although in the first section of the report they have expressly distinguished between boredom and fatigue). It is added that some of the workers "shyly confessed that they had been rather hasty in expressing their former views." The use of "shyly" in this connection is curious. The instructed reader is irresistibly reminded of the girl in the Victorian tract who took the wrong turning, but was restored to the path of

rectitude by the ministrations of the portly matron in the dolman. Further, degrees of intelligence have, so far as we can judge, rather less than their due weight; but the fact is that, to refer again to William James, the human mechanism becomes functionally correlated to perform a given task. Works supervisors will, no doubt, find in the report several details of considerable interest, and one or two conclusions which may assist them when undertaking research on similar lines. The following is typical:—

It is evident, therefore, that the alleviation of boredom is contingent mainly, if not wholly, on the nature and degree of the interest which the operative is able to find during work. This interest may be of two kinds. It may be relevant to the work itself, or it may be entirely external to it. The former arises when work is skilled, or comparatively free from mechanisation, but owing to industrial specialisation it is becoming increasingly rare, and is giving place to the latter kind, which is facilitated by the increasing automaticity of industrial processes. Thus there appears to be a certain degree of mechanisation which is most favourable to the development of boredom. It is important to discover this degree and then to study the attendant activities that are most likely to give relief. A further sub-division of semi-automatic processes so that they become still more automatic seems to have possibilities in this connection.

The fact of the presence or absence of conversation on the rate of working is another matter investigated in the report; the conclusions drawn, though supported with elaborate statistics and graphs, are not entirely convincing. We may sum up our impressions of what, in fairness to the authors, we should mention is called by them a preliminary inquiry by remarking that their discussion of the results obtained seems to have been erected on a somewhat hazardous foundation of experiment.

The Advance in Gum Acacia

CONSIDERABLE interest has recently been displayed in the Sudan gum acacia market on account of the acute shortage in supplies and the extraordinarily high prices that have resulted. The increase in values since the beginning of the year is phenomenal, and probably beyond anything previously seen in the article. To illustrate this position it may be interesting to note that in January of this year natural Kordofan sorts was freely offered around 38s. per cwt., whilst the present spot value is 135s. per cwt., an increase of almost 100s. per cwt. in the course of eight months. It would appear that at the beginning of April the problem of arrivals of acacia in the Sudan market began to take on a definitely bad outlook, and at the end of March there was no hope of a return to the very low prices of previous years. High prices ruling induced the natives to go far into the interior to tap and collect. They did this, but the reports brought back were most disappointing. Moreover, the hot weather which definitely began in April did not increase the arrivals, and in that month they were the lowest recorded since the start of the bumper crops in 1925. Many explanations have been offered as to the shortage, but the one receiving the most credence was excessive dampness and severe cold weather. This cold weather belt appeared to be general around the acacia growing districts, with the result that several shippers in the Sudan, who had previously sold fair quantities for later shipment, were compelled to buy back their contracts at a considerable loss. Up to the end of July the combined shortage was estimated at 6,900 tons, and reports since that date make the position even more acute. From cables recently to hand from Khartoum, it would appear that there are no further stocks of old crop gum available. Shortly after spring, when prices began to advance rather rapidly, the leading consumers

here, realising that they held fairly heavy stocks of Kordofan, which they had previously purchased at low prices, began to take advantage of the sudden increase in values, and when spot reached the level of about 70s. per cwt., there was a large amount of profit-taking. The general opinion amongst the consumers was apparently that the Sudan shippers had exaggerated the shortage at primary sources and that ample supplies would arrive a few months later. When the reports began to filter through that there was practically a famine in supplies, consumers took fright, and their anxiety to cover for immediate delivery resulted in an extraordinary ramp. In addition, American consumers, who apparently had the same view as to the authenticity of the Sudan reports, finding it impossible to cover supplies in Khartoum, also sent large buying orders, both to this market and to the Continent, with little success. The result is that at the present moment there are practically no free stocks on which to draw supplies, as the bulk of the Kordofan gum lying in public warehouses is earmarked against contracts made many months previously. The article is in a very peculiar position, as besides being a necessity for wholesale druggists and confectioners, a considerable quantity is used in the textile industry. Furthermore, Kordofan acacia is one of those articles for which there is no real substitute. Principally due to the shortage in Kordofan, the cheaper acacias, such as Mombasa, Senegal, Niger and Talha, have considerably advanced in values, whilst in the case of Senegal and Niger gum there is also a complete shortage. We give below the London spot prices ruling each month since the commencement of the year for Kordofan cleaned sorts:—

		Lowest	Highest	
		per cwt. s. d.	per cwt. s. d.	
January	45 0	46 0	These prices are based on business done during each month, ex warehouse, London.
February ..	..	47 6	50 0
March ..	..	54 0	55 0
April ..	..	55 0	67 6
May ..	..	80 0	85 0
June ..	..	85 0	97 6
July ..	..	100 0	105 0
August ..	..	107 6	135 0
September ..	..	132 6	135 0

It will be observed from the above figures that the most rapid advance took place during August; in fact, during a fortnight the price rose 20s. per cwt. Briefly, the present spot value is exactly treble that of the beginning of the year. The present value of new crop cleaned Kordofan is 86s. c.i.f. for December/January shipment from origin, and 80s. c.i.f. for January/February shipment. In visualising the future market trend, it should be borne in mind that whereas the difference in price between the new and old crop is very substantial (approximately 50s. per cwt.) there is still five months to run before any appreciable supplies will be available. Furthermore, it can be said with safety that there will be little or no "carry over" at the end of this season. The earliest arrivals of new crop are not expected on the market before the beginning of February, so that it is more than likely that values will further advance before the end of this year. One thing appears certain, and that is that high prices will undoubtedly rule for the early positions of new crop gum. Whilst it is guesswork to estimate the extent of the new crop, it is fully anticipated that any fall in price will be gradual, as consumers cannot afford to delay the covering of their requirements. The speculative offers at present being made for new crop have not the least bearing on the situation, as obviously they are "bear" sales. Whilst we feel that caution is most necessary on the part of consumers, especially for the new crop, we, however, do not anticipate any falling off in spot values before the end of this year.

The Linseed Oil Position

WHEN referring to the drastic change in the direction of stringent market conditions for linseed oil which took place in the course of July (*C. & D.*, August 3, p. 141), we suggested that the outlook had become seriously compromised, owing to the expectation of a greatly curtailed crop of linseed in the United States and the River Plate as the result of drought. We also indicated a threatening serious depletion in supplies over the end of this year and for at least the greater part of next season. At that period the London spot price of linseed-oil had already touched £38 per ton under an excited movement of speculation in all positions into next year, and the "backwardation" in the value of distant oil ranged approximately from about £3 to £4 a ton, with quotations varying to upward of £33. There ensued a reaction at one time last month of about £2 in spot oil, but in the absence of any improvement in the tenor of crop advices since then, there has been a renewed sharp advance, which in the past week proved to be more spectacular than seen for a long time past and amounted to as much as £6 a ton, to about £46. Covering operations and intense speculative buying on home and Continental account, together with reports that American purchases of oil were being made on this side, largely accounted for this excitement, while seed prices have risen about £5 a ton to upward of £24 a ton, according to description. The position is now extremely involved and uncertain under a restless and nervous feeling, as much now depends on climatic conditions in the River Plate, while at this usually critical period of the year rains are urgently needed on account of the recent drought in order to protect the belated sowings recently effected over a large area. It is, perhaps, as yet rather premature to take too gloomy a view of the crop outlook in the Argentine. Conflicting reports will presumably continue to be received over a certain period, and thus influence the attitude of shippers for the new crop. Meanwhile, there is still a good surplus of old crop available for shipment from that quarter, which, according to official reports up to mid-August, amounted to about 670,000 tons or more than had been anticipated, but an exceptionally active North American demand has been experienced within the last few weeks for prompt shipment. This, of course, came as no surprise in view of the seriously deteriorated crop conditions in North America, while the Canadian yield, according to official returns, shows a big deficit compared with last year. The American takings will probably continue large and considerably in excess of those for the previous year, but it is possible that the precarious general crop outlook has already been fully discounted in the greatly inflated level of values. In the event of timely good rains falling in the Argentine there is little doubt that a sharp reaction would ensue, but for the present shippers seem reluctant to enter into new commitments except on their own terms. The shipments from the River Plate should show some improvement in the near future after the serious congestion of shipping there for some time past in consequence of the recent labour troubles. We give below the highest and lowest monthly average prices of linseed-oil and River Plate seed covering the last four years:—

Per ton	Monthly average prices			
	Linseed-oil, spot		Argentine seed afloat	
	Highest £ s. d.	Lowest £ s. d.	Highest £ s. d.	Lowest £ s. d.
1925	51 5 0	34 5 0	22 12 6	17 17 6
1926	34 2 6	29 10 0	16 15 0	14 6 3
1927	34 0 0	28 15 0	16 12 6	15 3 9
1928	30 0 0	28 10 0	16 6 3	15 2 6

In the year 1925, due to a poor Argentine crop, the shipments from that country fell about 400,000 tons to

only a little over 1,000,000 tons, thus chiefly accounting for the inflated figure of upward of £50 for oil, but there was in the following three years a rapid increase to about 2,000,000 tons, as recorded for last year. Official returns of River Plate exports for the first half of this year amount to 1,190,831 tons, against 1,180,368 tons, and 1,125,358 tons respectively for the same period in the two preceding years. Official U.K. imports for the eight months to the end of August total are only 212,446 tons, which is a decrease of about 38,500 tons compared with the same months for either of the two previous years. The highest and lowest points touched in values so far this year compared with last year are as follows:—

Per ton	1928		1929	
	Highest	Lowest	Highest	Lowest
Argentine seed, afloat ..	£ s. d. 16 7 6	£ s. d. 15 10 0	£ s. d. 24 0 0	£ s. d. 15 5 0
Calcutta seed, spot ..	19 10 0	17 10 0	24 15 0	17 10 0
London spot oil, naked ex mill	32 0 0	28 0 0	46 0 0	28 0 0

From the lowest point touched this year, spot oil was increased in value by as much as 64 per cent.; and high prices for an indefinite period should tend to curtail consumption. U.K. imports of foreign oil for the eight months to August 31 were 16,559 tons, or 2,822 tons in excess of exports of home-made oil. The position of the crushing industry has been made very difficult by recent events.

Behind the Scenes

SUPPLEMENT No. 1302 of "The British Medical Journal" contains a report of a speech by Dr. J. W. Bone, of the Council of the British Medical Association, setting forth from the Council's standpoint, in greater detail than has previously been available, certain events connected with recent "dangerous" drugs legislation. Dr. Bone affirms that in 1924 a new position had arisen: The Association was asked to express for the benefit of the Home Office its view on the advisability of the total suppression of the manufacture of heroin, or of its limitation to the minimum required. The burden of the answer was: "It would have no objection to such limitation of the manufacture or the supply of the drug as would not interfere with its legitimate use, either then or in the future." Obviously, the last portion of the reply is material, since there is a marked interference with its legitimate use even in these comparatively early days of regulating it. The Home Office inquired whether the medical profession would be likely to object strongly if the Dangerous Drugs Regulations were applied to all preparations of morphine and heroin. Again, on February 12, 1925, a committee which had been set up on September 30, 1924, to consider the problem of morphine and heroin addiction sought an extension of the terms of reference—wherever it was expedient that any or all preparations containing morphine or heroin of a percentage lower than those specified should come within the Regulations; and on February 19, 1925, a convention was signed by the British Plenipotentiary at Geneva, only one week after the extension of the terms of reference of the committee of doctors which had been requested to look into the matter. In June, 1925, a committee was set up by the Council of the Association on drug addiction; and on July 3, it was reported that the Geneva Convention had been signed, and in consequence all preparations of heroin, whatever their strength, would be brought within the scope of "dangerous" drugs legislation. We thus became pledged as a nation to legislate in this direction, and the 1925 Dangerous Drugs Act was passed. The Home Office have repeatedly sheltered themselves behind this international agreement, which was obviously signed without proper consideration of medical opinion in Great Britain.

Some Victorian Worthies

In what is perhaps one of the smallest of our cathedral cities, in which I made my first appearance longer ago than I now care to think of, pharmacy was carried on by worthy representatives of the old school. Long before a single thought was given to my entry into that calling or any other, five of these were among the friends of my childhood. By one of those freaks of memory in which a single event stands out clearly against a misty background, I can recall my first appearance in society at a Christmas party given by one of them, whom I will call Mr. A., nearly fifty years ago, when, not having been promoted to the dignity of knickers, I was resplendent in a crimson frock. A lover of children, it was on such occasions as these, when his own seven olive branches were reinforced by as many more as his hospitable nature could accommodate, that he was in his element. Among his jocular eccentricities was one of addressing children as "Chickabiddy"; and I can clearly remember another causing me to be spoken to thus: "Now, then, Nicodemus, if you can't put cake away quicker than that, I must have your teeth out, and put these in"—at the same time producing a pair of forceps and a set of teeth. Like many others of that day, he was a "chemist and dentist." Local anaesthetics were unknown, and nitrous oxide by no means in common use; and though I cannot pretend that his jovial manner was an effective substitute, it certainly helped more than one patient through the ordeal. Nicodemus, by the way, was a name he would often use in place of one which he had forgotten for the moment. I have heard him apply it to his wholesale firm, and at another time to his tricycle!

Mr. B., another character in the town, was fond of calling himself "an old salt." The only approach to justification for this was the fact that in his youth he had served in the Navy as a sick-bay steward, under the long obsolete *régime* of engaging a suitable person for the term of one commission. He must have spent a most unusually eventful three years, if even a tithe of his yarns were true; but it is to be feared that they were inventions, repeated so often that at last he believed them himself. Generous and amiable at heart, and very sympathetic towards the woes of humbler customers, it seemed almost a matter of principle with him to display his independence by being brusque, not to say rude, to others. For instance, he always spoke of the Dean as "Old Gaiters," and boasted of having turned an earl's daughter away by saying to her footman: "Tell your lady that if she wants anything she can come in for it. I'm not going out to her carriage or anyone else's." His style of dress was a trifle old-fashioned even at that time, and he retained it for something like thirty years after—a frock coat with velvet collar, a wide expanse of shirt front, and, in the shop, a white apron; with the addition of a tall hat of the "stovepipe" variety, when taking a ride on a "sociable" tricycle with one of his children. His sons, with whom I went to school, also wore coats with velvet collars, which gave rise to remarks not always complimentary.

AMIALE BUT ECCENTRIC

Then there was Mr. C. Owing to my intimate friendship with his son, I was better acquainted with him in private life than as a chemist, but that was quite enough to know him as an amiable eccentric, and I don't think I have ever met another with so keen a sense of humour. He could see something funny in almost anything and everything, and was hardly ever serious except when at the Baptist Chapel (where he was a pillar), or when absorbed in his favourite hobby of nature study—and not always then. Some readers have, perhaps, come across people whose harmless eccentricities have caused them to be jocularly described as "mad." He was one of these, and some years afterwards I heard with great regret that his only son, my old schoolfellow, had died suddenly, and, shortly after, the shock proved too great for his father.

The fourth, Mr. D., was of a different type, and although the youngest, I might describe him as the most old-fashioned of the lot. He was as pompous and grave as the others were loquacious, and the "sideboard" collars that he favoured lent additional dignity to his appearance, giving the impression of solid integrity which

acquaintance with him proved to be well merited. His labels all bore the words "By examination," to mark the distinction from Messrs. A, B and C, who were in business before 1868. I remember how, when I was at home for a few days after my first (unsuccessful) shot at the "Minor," and gave him a call, he seriously remarked, "You really astonish me." Not altogether uncomplimentary, although he was judging by the standard of his own one-day experience in the 'seventies. He died a few years ago, having lived to boast that he had not been a single day away from business for half a century.

THE ONLY "MAJOR" MAN

Lastly, there was Mr. E., the only one in the town who held the Major qualification. This worthy was also a character, though of a decidedly different type. He disdained all display of saleable goods, and filled his windows with specimen glasses of brightly coloured crystals, together with retorts and other apparatus intended to inspire respect for his analytical skill. Of rather less than medium height, with a bald head such as adorns Mr. Micawber in illustrated editions of Dickens, he had a rather high-pitched voice. Not content with impressing all and sundry that his was a first-class shop, the more so on account of his higher qualification, he also invariably made out that nothing genuine was obtainable in the district except from him. (There was once a storm in a teacup because he remarked that he would not give his wife's cat a dose of medicine from Mr. A's shop.) It is hardly surprising that there were many who accepted him at his own valuation, with the result that he flourished like a green bay tree, the more so as he charged prices proportionate to his boasts. He was also a leading genius in the local building society, where he exercised his acumen for the united benefit of himself and other investors, and in the course of years became the owner of a large quantity of house property.

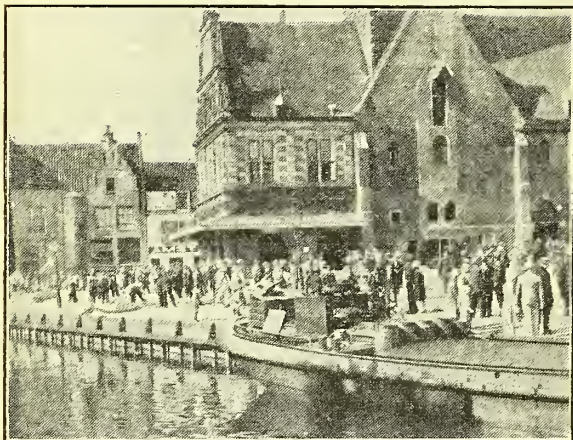
Like the others, he had his pet eccentricity. In his case it was amateur cookery, and I can testify from actual experience to his success. Every year he would buy large quantities of fruit, and rise betimes the next morning to make jam of it before shop hours; and, shortly before Christmas, he would devote the same energies to making a cake, which later would be elaborately iced and decorated. Also, like the others, he had his virtues. Grasping though he certainly was, and though a local doctor's description, "the most objectionable, purse-proud little man imaginable," was not without justification when made by one who only knew one side of his character, there were many who had good reason to know that he was well supplied with the milk of human kindness. Where there was more or less publicity given to subscription lists, they would invariably include something substantial from "Toujours Pret," but few knew whose pseudonym it was. Ultimately, a Salvationist who had successfully approached him gave the show away. On another occasion I was stopped by two dilapidated vagrants, who asked if I could direct them to a freemason. I mentioned Mr. E. as the first I thought of, and an hour or two later, when they caught sight of me again, they thanked me heartily for referring them to one who had so generously acted up to the reputation which, while I am not a mason myself, I understand is attributed to the craft. Nor was his generosity confined to public or masonic objects. I once heard privately that he had provided an orphan with a complete outfit on entering the merchant service. The last time I saw him was in church, attending service in state, in all the glory of the Mayor's robe and chain.

These five worthies have long since passed away—peace be to their ashes! I have amused myself by outlining some of their peculiarities; but, looking back, I can see that they were all of our one common humanity, varying only in superficial detail. The time has now come when, in the never-ending cycle, I myself display qualities which lead youthful pharmacists, and others, to label me "Victorian"; but if, when I follow my old friends, I am held in any of the same affectionate remembrance that they are, I shall rest content.—NEMO (20/3).

THE president of the Paris Society of Biological Chemistry for 1929 is M. Herissey, assistant professor at the Paris Faculty of Pharmacy.

A Holiday in Holland

HOLLAND was most conveniently reached from Parkeston Quay, Harwich, to the Hook. The customs' formalities on arrival were not very searching and the road was taken on the way to Scheveningen, the foremost seaside resort of Holland and two miles or so from The Hague. It was full of visitors, and both sea and sun bathing were in full swing. On entering The Hague, on the right stands the Peace Palace, the money for which



CHEESE MARKET, ALKMAAR

was provided by Mr. Carnegie, and the work by the Dutch; it was finished in 1913 rather ironically in view of the events of 1914. The centre of The Hague is the Hofvyver, a small sheet of water said to have been the watering place for the horses of the Counts of Holland, next to this is the Binnenhof, or inner court, now used as the Parliament House and the seat of Government, and at the other end is the famous Mauritshuis with its notable collection of pictures. Coming back again to the Buitenhof, on the left is the Gevangenpoort or Prisoner's Gate, used formerly as the prison and torture house. There is here every kind of fiendish device to torture the human frame. From The Hague to Leyden the road is extremely good and runs through beautiful wooded country. The old town hall in the Breestraat was burnt down last winter and is still in ruins, only the four walls standing, and the old inscription with the date. There was a street called Apotheker's Dyke, but I was unable to find if it had formerly any relation to pharmacy. Many of the streets in these towns were originally canals and have now been filled in, leaving the avenues of trees and retaining the old names. From Leyden one can visit Katwijk and Noordwijk, two more seaside resorts, whilst the main road leads to Haarlem through the centre of the bulb fields. The Groote Kerk at Haarlem is noted for its organ, and it has a row of little shops tucked under its walls. Continuing northwards again one comes to the North Sea Canal with the famous IJmuiden locks, which are soon to be eclipsed by the new ones under construction. From there by a by road to Egmond and Bergen aan Zee nestling among the sand dunes and far more attractive to my idea than many of the bigger and more boomed resorts. Alkmaar is an old town intersected by canals crossed by the quaint counter-balanced bridges and noted for its Friday cheese market, the round yellow cheeses are unloaded from barges and laid on the ground in the market square in front of the Weigh House, each lot in its allotted place and covered with tarpaulin; at 10 a.m. the buying begins and the buyer lifts up one end of the cover and inspects the cheese, and if satisfied with the quality and price the seller holds out his open palm, which is struck two or three times by the buyer to clinch the sale. From Alkmaar to Medemblik is a country of vegetables, cows, windmills and canals. Medemblik is the first of the so-called dead cities of the Zuyder Zee, but I fail to see that there was a

great deal of interest in them, certainly not enough to warrant a fifty-mile journey over brick and grintsel roads; but at Medemblik there are the works for reclaiming the Zuyder Zee. From here to Enkhuizen the road runs with the sea wall on one side and market gardens for cultivated garden flowers on the other interspersed with pasture land for cows, all black and white, the milk industry being a very large one, milk being collected by motor or boat all along the route. At Enkhuizen there is the curious Dromedary Tower, so called from its supposed likeness to that animal, and from there to Hoorn it is houses all the way, each house having its own little bridge over the canal which separates it from the road. Hoorn has also its cheese market on Tuesdays, but it is not so famous as that of Alkmaar. Edam is the next town of canals with an interesting little museum, and in Volendam, the resort of tourists and artists, one sees the Dutch costumes so familiar in picture. The next place is Monnickendam, and is not quite so sophisticated; from here one can see the Island of Marken, where there is another type of costume. Broek in Waterland is like a model village set in a garden with canals and a small lake, the chief thing to see is the model cheese farm. From Broek the road runs along the canal, lined with fishermen watching their rods and lines, until the free ferry is reached, which takes one across the IJ and lands one on the quay, from whence it is possible to travel almost anywhere. Just behind is the enormous Central Station which is the hub of the semi-circle of streets and canals which form the centre of Amsterdam. Crossing the Stationsplein and going down the Damrak one comes to the Dam, and in close proximity are the Queen's Palace, the large and ornamental post office building, and the Beurs. The Municipal Museum and the Rijksmuseum must not be missed, and then one will turn to see the older quarters of the town with the quaint houses, all built on piles overhanging the canals. But there is also a new Amsterdam with fine rows of houses and flats built of brick in styles so different from our ideas that I can only describe them as "futuresque." Everybody visits the Jewish quarter in the Joden Bree Straat, No. 4 of which was Rembrandt's house. The street itself is rather disappointing as it is quite modern in appearance, although there are curious little shops in the cellars with entrances down steps, but the Waterlooplein behind it was covered with an open-air market for all kinds of waste iron and rubbish, for which



PHARMACY GOUDA

nobody could imagine there would be purchasers. Two streets away is the Zwabenburger Straat, where I visited the diamond-cutting works of Felix Coster. Leaving Amsterdam by the Utrecht road, the route lies alongside the Amstel, alive with motor launches, rowing boats and all kinds of craft, and soon enters an entirely different kind of scene through fine woods to Hilversum, a busy modern town and well known to wireless enthusiasts. From Hilversum to Utrecht. The cathedral here has become divided, part has fallen down, leaving the Dom

Tower standing alone and the rest of the church some little way away; the tower now has a tram line running right through its base. Next to Gouda, where the town hall stands in solitary state in the centre of a large market place, and is a fine specimen of architecture. A roundabout road leads to Dordrecht. On leaving here and crossing the ferry to Zwynrecht, a winding road was taken to Delfshaven in order to avoid the towny traffic of Rotterdam. At Delfshaven there are the large dry dock works, and another ferry, skirting the large Shell oil reservoirs, takes one over to Schiedam and on to the main road to Delft. This town is a curious mixture of modern factories on the outskirts and quaint canals through the centre.

IMPRESSIONS OF DUTCH PHARMACY

It appeared to me that pharmacy occupied a much higher status in Holland than it is ever likely to do in England; the majority of pharmacies, or apothekes, as they are called, had little or no window-dressing, some of them merely neat lace curtains half-way up the glass, the only indication being the word "apothek" and the owner's name on a plate by the door. One I noticed was fitted in as severe a style as a bank. It had a tessellated floor, marble walls, plain polished oak counter with brass rails and glass screens, in which were little serving windows, and behind could be seen an imposing array of balances, whilst the walls at the back were filled with shop rounds with white enamelled labels. The glass screens on the counter seem to be customary, as I noticed them in several places, whilst in one shop there was a separate counter on the other side of the pharmacy (where we should have the glass wallcases) having bunsen burners, retort stands, water baths, etc. But there are others which are developing a more modern style and have small window displays. One was particularly striking, as the window was built right out like a silent salesman on a black pedestal on the pavement, and all the fittings in the shop were in white. Half the window contained glassware, such as funnels, measures, hypodermic syringes and first-aid cases, whilst the other half was dressed with proprietaries. The pharmacy in the photograph had a bridge of its own for entrance, although the notice states that it is a temporary entrance, but it is uncommon to approach a shop in this way. Perfumery and toilet requisites are sold mostly by purely perfume shops and coiffeurs, but there are drogerijen, and they deal in all kinds of goods except dispensed medicines, and fill the place of the droguiste of France. They are often assistant apothekers, as may be seen from their door plates, and one had even "Pharma," which, I suppose, was as near as he could get. There are also the bandage shops, which display all kinds of surgical goods, elastic hosiery, etc. Some of the signs are very curious. One druggist had a salamander painted on the fanlight; there was a Turk's head projecting from one doorpost and on the other a plate of the Nederlandse Drogistenbond. The window was dressed with Ovomaltine and Sanatogen, and there was an outside thermometer to advertise Valda pastilles, graduated with Fahrenheit and Celsius scales. Weighing machines had a prominent place in these shops, but in Heck's restaurant in The Hague there were two automatic machines, with the notice "Uw gewicht gratis." Some druggists had displays of drugs, such as bay leaves, anise fruit, and also lozenges, whilst they are not without the free gift schemes, giving away safety razors with six blades, Yardley's and Grossmith's goods were in prominence in many places. I noted a few prices at some of the shops and compared to ours they are about the same, or a little higher:—

	Gulders		Gulders
Kolynos ...	0.80	Potter's asthma powder	1.50
Nujol ...	1.50 & 2.30	Colgate's tooth paste	0.40
Kruschen ...	0.90	Colgate's shaving stick	0.80
Ovaltine ...	0.90 & 3.00	Pond's vanishing cream	0.37
Pepsodent ...	0.64 & 1.08	Grossmith's lav. water	0.65
Gibbs' dent.	0.26	Palmolive soap ...	0.20

Photographic materials and D. and P. seemed to be catered for by professional photographers, and developing was 0.25 gulders for six exposures, or 5d., and prints were 0.10 each, or 2d., whilst No. 2 Brownie cameras were 7.50 and the No. 2A were 10.50.

A LABORATORY IN LEYDEN

But if I am unable to give more than a casual impression of retail pharmacy I had a most interesting and enjoyable morning at Leyden, where I met Professor Dr. van Itallie, and in spite of the fact that it was vacation time for the students I found him at work at the Laboratorium in Hugo de Groot Straat, and he was more than kind in the way in which he showed me over the building and explained the various rooms and apparatus. The chemical laboratory was an extremely large one, fitted with every convenience. The lecture theatre had its rows of seats in a semicircle in tiers one above the other, with the projection lantern high up behind, and the selection of slides all arranged in a cabinet, whilst the lecture bench had everything necessary, gas, water, high and low tension terminals, and control of the lighting of the theatre at the lecturer's hand. Behind this were the screen and the blackboard which, sliding up, revealed shelves full of reagents. The galenical laboratory, or what we should term the dispensary, had a complete set of utensils at every bench for each student; even the decoration of the wall in the corridor outside had the 3 and 5 signs worked into it. There was also the bacteriological room and the culture room or "kitchen," a room for the analysis of gases with a floor sloping to the centre, where was a little funnel opening into which drained any mercury which might be spilt, the optical room with its polariscopes, etc., several dark rooms for slide making, photomicrography, a materia medica museum, a food and water laboratory, and even a small printing press on which all the labels were printed. Last, but not least, a comfortable reading room for the students. The Professor showed me many interesting pieces of apparatus, new chemical balances, polarisers, quartz lamp, etc., and afterwards introduced me to Dr. Steenhauer. This lady, like himself, spoke excellent English, and my visit terminated with an interesting talk on pharmacy in general in the professor's pleasant private room. It takes a student six years from first to last to get through the curriculum, as so many months have to be taken on each subject, pharmacy, food analysis, bacteriology, etc., as, unlike ourselves, these latter subjects come into their daily work when they start in business, and across the road is the chemical laboratory through which they have to pass before entering for the pharmaceutical side, so that they have already passed the equivalent to our B.Sc. or M.Sc. first, and they may go on to write a thesis for a doctorate, as the training is a university one. Many of the students are ladies, and I asked whether there were plenty of openings for the graduates afterwards, and it appears that at present there are, as many of them go to the Dutch colonies. I wondered whether it was the excellence of the education provided which formed the basis of the status of the Dutch pharmacist, or whether it was the other way round. Leaving the Laboratorium, I went to the Botanical Gardens behind the old University, and in the hothouse there was a fine specimen of *Victoria Regia*, rice plants, etc. Another interesting visit from a pharmaceutical point of view was to the Municipal Museum at Amsterdam. There are several rooms devoted to pharmacy, the first containing the fittings and fixtures of an old pharmacy, the walls holding a set of jars in blue and white, whilst on the counter were the sets of weights and balances illustrated in the *C. & D.* Special Issue; also brass and iron mortars, pill machines, a plaster spreader, which spread them by the yard, and some quill pens stood in an iron pot filled with sand; a row of bottles of all sizes for dispensing and three pewter measures like tankards with a waist. In the second room were some old jars with labels, such as *Bolus Communis*, *U. Populeum*, *E. Diacatholicum*, and two glass carboys labelled *Aq. Vulnerar.* and *Aq. Embryon.*, more scales, and stills set in brickwork, furnaces with overhanging chimney. The third room had hospital furniture, a padded bed like a child's play pen with a lid to it, an operating chair with straps for arms, legs and body, and a brass male urinal. Another small room had dental and surgical instruments, and there was also a medicine chest from Wright & Co., Liverpool, rather more modern. —PHARMATOURA (15/8).

World's Trade in Caustic Soda

IN a résumé of the world's trade in caustic soda appearing in "U.S. Commerce Reports," it is stated that approximately 10 per cent. of the United States production of nearly 600,000 tons is exported annually. Great Britain leads the world with about 50 per cent., the United States second, France ranks third with approximately 17 per cent., and Germany, in 1927, obtained about 5 per cent. Spain, Yugoslavia, and Russia receive smaller shares of the foreign trade in caustic soda, which totals about 220,000 tons annually.

The United States caustic soda production in 1927 was 171,000 tons greater than in 1919, and 147,000 tons more than in 1923. The ratio of caustic soda exports to production has not changed appreciably in the period 1921 to 1927. The quantities exported, however, have remained fairly constant since 1923 despite a 35 per cent. increase in production, which has been absorbed by domestic consuming industries. Production and exports for alternate years were as follows:—

Production—312,736 tons in 1919, 238,591 in 1921, 436,619 in 1923, 497,261 in 1925, and 583,973 in 1927.

Exports—82,118 in 1919, 24,953 in 1921, 57,342 in 1923, 50,478 in 1925, and 50,445 in 1927.

Per cent. exported—26 in 1919, 10.5 in 1921, 13 in 1923, 10 in 1925, and 8.6 in 1927.

The growth of 35 per cent. in United States caustic soda production from 1923 to 1927 has been partly absorbed by the rayon industry, which has developed largely since 1923, with annual requirements of 65,000 to 70,000 tons of caustic soda. Petroleum refining and pulp and paper industries also have been large purchasers.

The tonnage of caustic soda production in the United States is about one-fifth of the total tonnage of the bulk alkalies, including soda ash, caustic soda, modified sodas, salt cake, sal soda, and bicarbonate. The ratio of the value of the caustic soda to the total value of these alkalies is about 43 per cent. Soda ash holds a little stronger position at approximately 45 per cent. In 1923 the United States export tonnage of caustic soda increased 18 per cent. to 59,574 tons. A review of this foreign trade for the periods shown in the following table reveals to some extent the effects of electrolytic caustic soda developments in European countries and their absence generally in Latin America and the Far East:—

Exports of caustic soda from the United States to foreign countries purchasing 200 tons or more.

Grand divisions and countries	1923	1925	1927
	Tons	Tons	Tons
Europe	11,911	3,283	1,332
Denmark	390	—	—
Germany	5,716	—	—
Italy	3,651	309	1,076
Netherlands	1,600	600	549
Spain	214	793	—
Norway	—	1,136	—
North America, Central America, and West Indies	18,296	19,476	18,664
Canada	7,673	5,239	4,189
Mexico	4,954	8,331	8,493
Cuba	4,818	5,049	4,644
Dominican Republic	501	284	280
Netherlands West Indies	—	—	550
South America	10,552	9,145	10,117
Argentina	4,769	3,556	4,039
Brazil	3,527	3,280	4,179
Colombia	610	781	799
Peru	423	412	435
Uruguay	536	453	—
Venezuela	708	422	251
Far East and Africa	16,582	27,718	30,448
British India	801	753	504
China	1,668	1,997	900
Java and Madura	1,136	1,084	1,541
Other Netherlands East Indies	—	—	205
Hong Kong	291	—	—
Japan	10,397	11,102	14,400
Philippines	1,638	2,261	1,922
British South Africa	—	585	568
Mozambique	—	240	—

The loss to the United States of 88 per cent. of the European business from 1923 to 1927 was attributable largely to caustic soda developments in Germany and Italy, which practically eliminated them as purchasers, combined with the dominating position of France, Great Britain, and Germany as continental suppliers. In 1923 foreign trade in caustic soda, valued at \$3,448,000, about

30 per cent. went to the North American, Central American and West Indian groups, 45 per cent. to the Far East, 23 per cent. to South America, and about 2 per cent. to Europe and Africa combined. Canada, Mexico and Cuba accounted for over 93 per cent. of the purchases of the North American group, and Argentine, Brazil and Columbia for over 93 per cent. of the South American trade. In the Far Eastern group, Japan was the principal customer, taking nearly 80 per cent. of the total. In the African group, Mozambique and the Union of South Africa are the leading factors.

ANALYSIS OF REGIONAL MARKETS

Analysis of the foreign competition in caustic soda for the years 1923, 1925, and 1927 reveals that Germany was not an important contender in any of the markets except Europe, where German exports of caustic soda manifested substantial growth. The European market in those years, however, was dominated by French exports of caustic soda, followed by British. The bulk of the caustic soda for the North American group of countries was supplied by the United States (80 per cent.) and Great Britain. In South America the caustic soda trade was divided between Great Britain (70 per cent.) and the United States (about 30 per cent.), and in 1927 Germany secured a small share compared to none in the preceding years. In the Far East about three-fourths of the caustic soda requirement was supplied by Great Britain, followed by the United States with about one-fifth. France and Germany secured the balance of the trade. About 60 per cent. of the African purchases in 1923, 1925, and 1927 was supplied by Great Britain, with about one-fourth going to France, and over one-eighth to the United States. In 1927, Germany secured a small share of the trade, compared to *nil* in the preceding years covered by this report.

PRINCIPAL CHANGES IN NATIONAL MARKETS.

The decline in Italy's imports of caustic soda from 23,460 metric tons in 1920, to 300 in 1928, affected chiefly France 32 per cent., the United States 47 per cent., and Great Britain 12 per cent. This change came as a result of the electrolytic and caustic soda industries development in Italy. The continued expansion of Japan's requirements reflect that country's industrial progress. In 1914 Japan produced less than 5,000 tons; in 1926 28,000 tons. In addition, imports reach nearly 40,000 tons annually. In 1913 Germany exported 14,330 tons of caustic soda. With the war Germany became an importer for several years, but is now again an exporter.

A NEW INDUSTRY APPEARS

The most important factors in the world's caustic soda situation in recent years have been the development of the rayon (artificial silk) industry, a soda and chlorine consumer, and the wider production of electrolytic soda and chlorine. The rayon industry in the U.S.A. now requires annually about 70,000 tons of caustic soda, representing about 8 per cent. of production. Similarly, Italy's requirements for rayon are about 12,000 to 15,000 tons annually.

The failure of the United States to retain a satisfactory share of the European trade in caustic soda is not an indication of lack of expansion of consuming industries abroad. The soap, glass, and chemical factories in Belgium, Austria, Germany, and France have expanded, and the growth in the paper and fixed-nitrogen industries in Norway, Sweden, and Poland has augmented their caustic soda requirements. The resulting consumption of some of the caustic soda of European producers has indirectly benefited American export trade in caustic soda in other countries by lessening the selling pressure there, as reflected by the sustained United States trade in the North American, South American, and Far East sections, notwithstanding continued competition with Great Britain and the growing competition from Germany.

The large pulp and paper industry in Canada meets a good part of its alkali requirements by using sodium sulphate in place of caustic soda. The alkali requirements of the glass industry in Belgium are largely met by utilising sodium sulphate, from the local annual production of 110,000 tons, despite the reasonably advanced stage of its alkali industry.

Italian Foreign Trade

FOREIGN trade statistics issued by the Italian Minister of Finance for 1928 show that total imports amounted to 22,042,295,465 lire, compared with 20,374,800,091 lire in 1927. Exports amounted to 14,529,137,411 lire, being a decrease of 1,102,810,812 lire on the previous year. Excess of imports over exports was 7,513,158,054 lire in 1928, compared with 4,742,851,868 lire in 1927. The quantity of imports in 1928 was 25,562,325 tons, compared with 25,857,992 tons in 1927; exports were 4,423,751 tons in 1928 and 4,362,399 tons in 1927. Imports from Great Britain were valued at 1,777,193,820 lire, and exports at 1,399,116,855 lire. The value of grouped merchandise is given as follows: Oil seeds and fruits, vegetable and animal oils and fats, waxes: imports 1,154,441,587 lire, exports 202,816,059 lire; essential oils, perfumery, soaps, etc.: imports 51,452,974 lire, exports 149,228,509 lire; inorganic chemicals: imports 146,985,282 lire, exports 78,968,444 lire; organic chemical products: imports 103,676,899 lire, exports 172,263,743 lire; medicinal and pharmaceutical products: imports 59,360,981 lire, exports 73,674,525 lire. Total imports of the section including chemical and medicinal products, resins, dyes and manures were 1,628,739,553 lire, exports 627,433,384 lire. The following table gives the imports and exports for 1928, compared with 1927, of drugs, chemicals, etc., the amounts being in kilos:—

	Imports		Exports	
	1927	1928	1927	1928
	Kilos	Kilos	Kilos	Kilos
Acetone ..	594,900	522,700	9,900	2,600
Acid, acetic glacial ..	34,400	59,200	22,200	32,800
Acid, arsenic ..	4,000	3,700	—	—
Acid, arsenious ..	397,700	413,300	—	100
Acid, benzoic ..	6,100	9,600	—	—
Acid, boric, refined ..	4,900	2,000	1,300,500	1,008,200
Acid, citric ..	1,100	1,300	1,981,500	3,337,600
Great Britain ..	—	—	262,300	548,700
Acid, formic ..	141,300	317,900	1,200	3,400
Acid, lactic—Crude ..	1,400	8,700	301,200	4,500
Pure ..	39,400	6,000	—	—
Acid, oxalic ..	202,500	311,900	100	200
Acid, phosphoric ..	30,100	85,700	—	2,700
Acid, salicylic ..	53,800	73,600	—	100
Acid, tannic ..	38,300	71,100	11,800	200
Acid, tartaric ..	64,400	74,400	3,131,600	3,462,900
Great Britain ..	—	—	674,200	477,100
Alkaloids and alkaloid salts, n.o.e. ..	14,473	19,286	179	1,699
Almonds, whole ..	111,200	2,600	3,470,500	2,057,600
shelled ..	355,300	487,400	25,525,900	14,917,900
Great Britain ..	—	—	2,889,400	1,001,600
Aloes ..	52,800	54,100	200	500
Ammonium carbonate ..	237,300	236,800	3,400	115,500
Ammonium chloride ..	556,700	470,300	700	800
Amyl alcohol ..	4,400	1,000	47,600	36,400
Barium carbonate ..	118,600	273,200	2,200	—
Barium chloride ..	786,600	658,200	1,100	3,300
Barium sulphate ..	735,700	950,900	3,194,900	4,708,100
Barium, strontium nitrate ..	44,200	21,600	—	200
Bismuth nitrate, neutral and basic ..	3,100	3,400	—	—
Bismuth nitrate (neutral or basic) ..	3,100	3,400	—	—
Bismuth salts, n.o.e. ..	4,200	3,900	100	1,500
Borax and borate of soda ..	277,200	284,100	1,500	731,600
Bromine ..	1,600	5,200	100	—
Bromides, metallic ..	40,200	43,400	200	200
Benzaldehyde ..	9,200	10,700	—	400
Beeswax ..	18,400	33,400	4,600	1,700
white ..	17,900	30,200	23,800	4,100
Calcium chloride ..	899,000	1,101,700	125,300	15,120,100
Calcium citrate ..	—	—	3,105,500	1,627,100
Camphor ..	146,500	165,700	47,800	69,700
Carbon tetrachloride ..	68,400	118,700	394,700	622,300
Cardamoms ..	1,300	1,700	—	—
Cassia ..	119,900	255,300	11,600	800
Caustic potash ..	2,300,500	2,546,800	6,500	6,900
Caustic soda ..	2,006,000	364,000	234,000	320,100
Great Britain ..	235,200	10,300	—	—
Chloroform ..	8,000	31,000	—	100
Chromates and bichromates of potassium, sodium, ammonium ..	499,100	478,900	400	—
Cinchona bark ..	59,300	101,900	1,400	600
Cinnamon ..	157,200	152,600	100	—
Cloves ..	124,900	121,700	—	—
Cacao butter ..	538,400	268,700	37,500	229,700
Copper sulphate ..	12,799,500	15,592,900	10,825,600	9,849,000
Cream of tartar ..	6,000	1,500	1,263,200	1,254,200
Great Britain ..	—	—	1,073,400	902,100
Ether ..	34,000	45,100	600	1,100

	Imports		Exports	
	1927	1928	1927	1928
	Kilos	Kilos	Kilos	Kilos
Ferriyanides ..	6,700	4,000	—	—
Ferrocyanides of potassium, sodium, calcium ..	186,100	252,800	5,500	—
Formaldehyde, 40% ..	125,500	36,300	400	700
Glucose ..	496,800	566,500	1,300	3,400
Glycerin—Crude ..	439,400	748,400	366,500	352,600
Pure ..	255,300	256,100	63,800	15,700
Honey ..	4,800	107,600	18,800	26,100
Hydrogen peroxide ..	170,300	206,400	2,000	9,500
Iodine—Crude ..	20,400	19,500	—	—
Refined ..	5,600	7,400	500	700
Iodides, metallic ..	12,900	15,700	5,400	1,000
Iodoform ..	600	700	100	400
Liquorice juice ..	12,500	18,000	854,400	788,600
Great Britain ..	—	—	139,100	119,000
Liquorice root ..	284,900	441,300	1,275,800	1,473,300
Magnesium carbonate ..	21,100	29,700	145,800	180,400
Magnesium sulphate ..	6,377,200	18,210,000	4,500	4,600
Manganese sulphate ..	11,000	24,700	9,800	1,000
Manna ..	600	1,200	152,600	243,500
Medicinal plants, exotic ..	963,200	877,400	40,500	31,200
Medicinal plants, indigenous ..	721,800	869,900	2,339,700	2,640,500
Medicinal specialties: Secret remedies ..	136,800	166,400	28,100	16,400
Others ..	109,400	112,300	805,400	998,700
Mercury ..	100	300	1,349,200	2,125,900
Great Britain ..	—	—	167,400	241,600
Mercuric chloride ..	100	100	61,900	29,500
Methyl alcohol ..	476,600	583,200	100	800
Methyl, ethyl, methyl-ene chloride ..	134,800	343,400	13,100	31,100
Mineral waters, medicinal ..	176,300	168,800	366,400	219,200
Naphthalene—Crude ..	16,300	1,159,500	39,400	143,400
Refined ..	63,500	106,400	43,200	66,200
Naphthol (α and β) ..	1,200	1,800	5,400	24,900
Nickel sulphate ..	109,800	169,900	55,500	32,500
Oil, arachis ..	7,524,800	8,188,800	77,400	37,400
Oil, bergamot ..	—	—	172,193	187,044
Oil, castor ..	34,900	40,600	155,200	77,500
Oils, citrus (total) ..	—	—	895,004	958,896
Australia ..	—	—	28,614	19,108
Great Britain ..	—	—	228,635	234,199
Canada ..	—	—	11,473	9,986
Oils, citrus, n.o.e. ..	1,220	5,765	4,937	5,238
Oil, cloves ..	483	183	—	—
Oil, lemon ..	—	—	571,416	628,002
Oil, linseed ..	1,392,700	2,707,200	17,800	15,700
Great Britain ..	333,300	502,600	—	—
Oil, mandarin ..	—	—	8,762	8,212
Oil, olive ..	531,500	1,559,100	9,189,100	1,711,700
Great Britain ..	—	—	183,600	12,300
Oil, orange ..	—	—	137,696	130,400
Oil, peppermint ..	2,091	396	28,600	39,863
Oil, rose ..	20	73	2	—
Oils, essential, terpeneless ..	880	1,641	4,513	5,265
Opium ..	1,260	2,488	29	29
Paraffin, hard ..	24,684,700	29,573,700	24,400	23,800
soft ..	75,700	101,500	4,000	9,000
Pepper ..	2,113,300	2,106,900	8,500	2,600
Perfumery, alcoholic ..	70,400	94,800	21,500	26,600
Perfumery, non-alcoholic ..	281,200	370,200	25,700	31,500
Perfumes, synthetic ..	97,793	102,159	1,051	2,423
Permanganates, sodium, potassium, calcium, barium, zinc ..	71,300	57,600	200	—
Pharmaceutical preparations, n.o.e., compound ..	48,600	58,600	133,300	139,800
Pharmaceutical preparations, n.o.e., simple ..	31,000	44,400	149,200	154,400
Potassium carbonate ..	922,100	969,200	1,700	3,300
Potassium and sodium cyanide ..	149,300	184,100	600	200
Potassium nitrate ..	1,615,600	1,867,700	700	2,300
Potassium permanganate ..	—	57,600	—	—
Quinine and cinchona alkaloids ..	3,697	363	843	190
Quinine salts other than sulphate ..	3,211	3,345	1,055	284
Quinine sulphate ..	4,559	42,681	585	875
Resorcin ..	8,700	12,100	—	—
* 1,000 ..	* 6,000	—	—	—
Saffron ..	2,246	1,382	802	1,841
Silver nitrate ..	488	2,205	10	10
Soap, common ..	3,345,700	3,747,700	2,387,300	2,190,000
Soap, perfumed ..	206,500	179,000	140,600	154,400
Sodium bicarbonate ..	1,982,400	1,503,500	24,500	25,100
Sodium sulphate ..	31,450,700	16,913,400	42,400	39,100
Spermaceti ..	8,500	7,500	—	—
Terpenes, essential oil ..	6	—	890	528
Vanilla ..	9,060	8,437	—	30
Zinc sulphate ..	543,500	384,400	—	—

N.o.e.—Not otherwise enumerated.

* Amounts imported on Reparations account.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, September 19

WHILE there has been virtually nothing fresh in the general industrial outlook, which is regarded as fairly hopeful. Bank rate uncertainties continue to overshadow the trade position, and operations in the produce markets are proceeding with caution. At Mincing Lane, considerable interest was centred on sugar, and despite the stronger tendency noted in Cuban and Java sugar, the further advance which was experienced in the terminal market up to about 9s. 2d. for December delivery was partially lost, but fears of damage by drought to the European crops continue to favour a bullish feeling. Trade buying has been slowing down a little. Both pepper and cloves have tended against buyers. Plantation rubber was a good market in spite of another considerable accumulation of home stocks, albeit the tone eased slightly on Tuesday. In crude drugs rather lower prices are quoted for new crop, hydrastis; senega is steady. Chamomiles remain firm with not much prospect of cheaper prices this season. Sudan acacias have been affected by speculators cutting prices, but prices at the close improved with the withdrawal of cheap sellers. In essential oils complaints of dull business are particularly rife. French lavender of new crop and geranium are easier, and lemongrass is rather firmer. Citrus oils are dull and unchanged. Among the aromatic seeds Malta cummin is easier on spot, while fenugreek to arrive is dearer. Linseed has sharply advanced, coriander on the spot is easier, and Dutch caraway has been sold at cheaper prices on the spot. In the pharmaceutical chemicals group conditions remain as previously reported, the principal changes including higher prices for sodium diethylbarbiturate, and slightly cheaper rates for vanillin ex guaiacal. Milk sugar is very firm on account of drought, and foreign cream of tartar is still rising. Salicin in dealers' hands is selling at a premium on makers' prices. There is little change to note among industrial chemicals, the bulk of prices being unchanged. Carbolic acid crystals are slightly higher, with detached showing a wider margin over ice crystals. The delivery position will continue difficult for the remainder of the year. Among the fixed oils the chief feature has been the considerable speculative activity in linseed, resulting in a sharp advance, followed by a reaction and an unsettled market. Turpentine is about 9d. per cwt. higher on balance, in sympathy with American prices. Cotton is slightly easier, while palm and rape are firmer.

Higher	Firmer	Easier	Lower
Carbolic acid crystals	Cumin seed (Morocco)	Coriander seed	Antimony (Ch. reg.)
Coconut oil	Lemongrass oil	Cotton seed oil	Caraway seed (spot)
Fenugreek seed (c.i.f.)	Palm oil	Cumin seed (Malta)	Hydrastis (c.i.f.)
Linseed	Rape oil	Geranium oils	Pepper (c.i.f.)
Linseed oil	Wood oil	Lavender oil (Fr.)	Pimento (c.i.f.)
Salicin		Menthol	Shellac
Sodium diethylbarb.			Vanillin (ex guaiacal)
Turpentine			

A drug auction will be held next Thursday, September 26.

Crude Drugs, etc.

ANTIMONY.—While business in Chinese regulus has been dull, which resulted in prices being shaded again to about £52 2s. 6d., delivered ex-warehouse, current rates are nominal. Business, in fact, is not sufficient to test prices. C.i.f. terms for shipment remain at about £30. English refined varies from £52 to £52 10s. for high grade down to £47 10s. for ordinary brands. Chinese crude is still nominal at about £26 10s. Chinese white oxide is quoted at £35 10s.

BELLADONNA ROOT is quoted at 57s. 6d. per cwt. c.i.f.

CASTORUM EXT. is quoted at 280s. per lb.

CHAMOMILES remain firm, with some difficulty in obtaining goods bought for September-October shipment. First pickings are obtainable on the spot at 235s. per cwt.

CINCHONA.—At the auction to be held at Amsterdam on September 25, 899 bales and 523 cases Java pharmaceutical bark, weighing 57,992 kilos, and containing the equivalent of 1,437 kilos quinine sulphate, will be offered.

CLOVES remain firm, with sales of Zanzibar at 1s. 0½d. to 1s. 1d. per lb. on the spot; sellers quote August-October shipment at 9½d. and October-December at 9½d. c.i.f. Madagascar is 1s. 2½d. spot. The landings of Zanzibar in London during the week ending September 14 were nil and the deliveries 109, leaving a stock of 1,101 bales, against 4,580 in 1928 and 11,163 in 1927; the stock of Madagascar is 233. The landings of Zanzibar to date have been 5,149, against 12,869 in 1928, and the deliveries 6,435 against 15,970 in 1928.

COD-LIVER OIL.—Norwegian is fully steady, with a fair inquiry, agents offering from 107s. to 110s. per barrel c.i.f. for finest non-freezing steam-refined oil.

CORN PRODUCTS, ETC.—Guaranteed water-white English and American glucose (corn syrup) is 22s. per cwt., ex store, London. Dutch maize starch powder (cornflour) is 15s. 6d. per cwt. on the spot; American up to the end of September is 16s. 3d. per cwt., ex store, London. Pearl starch up to end of September is 15s. 9d. per cwt., ex store, London. Dutch maize starch crystals is 21s. 6d. on the spot, and American up to the end of September is 19s. per cwt., ex store, London. Dutch dextrin is quoted at 22s. to 26s. per cwt. on the spot, as to quality. American canary up to end of September is 19s. 4½d., and white 19s. 1½d., ex store, London. Dutch farina is steady at 13s. 6d. per cwt. on the spot, and for shipment 11s. 6d. per cwt. f.o.b. is wanted. New crop for September-December delivery is 11s. 9d. f.o.b.

DAMIANA LEAVES are offered at from 8d. to 8½d. per lb. on the spot, and to arrive about 7d. c.i.f. is quoted.

GUM ACACIA.—A lull has taken place both in the home and Continental markets, and this fact has induced several speculators to indulge in price-cutting, with somewhat negative results. These cheap sellers have now retired, and with a renewal of demand, the tendency has become steadier. Current prices are:—Kordofan cleaned, old crop, 135s. spot; afloat, 122s.; and September shipment 120s. c.i.f. Natural 130s. spot, and 118s. for September shipment. Talha 61s. spot, and 57s. 6d. c.i.f. for September shipment. Bleached, 145s. to 160s. spot; afloat 150s. c.i.f., and September 146s. c.i.f. New crop (1929-1930): cleaned, December-January shipment, 87s. 6d.; January-February 81s. 6d., and February-March 78s. c.i.f. Natural: December-January, 84s.; January-February, 79s.; February-March, 77s. c.i.f. Talha: December-January, 47s. 6d.; January-February 40s., and February-March 39s. 6d. c.i.f. Mombasa is quiet and easier at the moment, but sellers are optimistic. F.a.q. for September-October shipment is quoted at 72s. 6d. c.i.f.; October-November at 71s., and cleaned f.a.q. at 69s. 6d. c.i.f.

HYDRASTIS is easier, with new crop to come forward offering at 12s. 6d. per lb. c.i.f.; spot value is 13s. 3d. per lb.

INSECT FLOWERS.—According to the Japanese Government Farm Products Inspection Bureau, Hokkaido, the acreage and production of insect flowers in the Hokkaido province, as ascertained by the Bureau on August 10, is as follows:—

	1927	1928	1929
Acreage	22,588	21,856	23,572
Production (short tons) ..	3,753	4,154	3,681

MENTHOL, after being easier, is the turn steadier at 18s. 6d. per lb. for Kobayashi-Suzuki on the spot. To arrive, sales include: September-October at 15s. 9d., October-December at 15s. 6d., and January-March at 15s. 3d. per lb. c.i.f.

The imports of menthol into the U.S.A. during the six months ended June 1929 amounted to 140,724 lb., valued at \$620,652, against 146,900 lb., valued at \$515,240, for the corresponding period of 1928.

MERCURY is unchanged. There is a fair spot demand and the current quotation is generally maintained at £22 10s. per bottle, less the usual discount. Eastern markets have remained quiet. The first-hand price from the Italian and Spanish mines, as quoted by the Combine, is given on the standard basis of £21 15s. per bottle, f.o.b. Home imports for last month were slightly larger, amounting to 659 bottles, against 224 bottles for the previous month. The aggregate for the eight months only amounts to 2,036 bottles, which compares with 14,015 bottles for the same period last year.

PEPPER is cheaper, with fair black Singapore offering at 1s. 3½d. per lb. on the spot. To arrive, June-August shipment is 1s. 1½d. and October-December 1s. 1d. c.i.f. Lampong is now 1s. 3½d. on the spot. Sales to arrive include August-October shipment at 1s. 1½d. to 1s. 1½d. to 1s. 1d., and October-December at 1s. 1½d. to 1s. 1½d. to 1s. 1½d. c.i.f. Tellicherry is 1s. 3½d. spot and January-March shipment 127s. 6d. c.i.f. White Muntok has declined to 2s. 3½d. per lb. on the spot. To arrive, June-August shipment has been done at 1s. 11½d. to 2s. 0½d., August-October at 1s. 10½d. to

1s. 10½d. to 1s. 10d., and October-December at 1s. 0½d. to 1s. 9½d., and January-March at 1s. 9½d. c.i.f.

Black:—Landed in London last week, 245 tons; delivered, 38; stock, 1,443 tons, against 3,134 tons a year ago. White:—Landed, 231 tons; delivered, 15; stock, 604 tons, compared with 412 tons a year ago.

PEPIMENTO is easier at 1s. 1d. per lb. on the spot, and for September-October shipment sellers quote 92s. 6d. per cwt. c.i.f.

RUBBER is practically unchanged on the week. The tendency during the past few days has been slightly firmer, no doubt as a result of the American questionnaire figures, which have just come to hand. For the month of August consumption is given as 38,274 tons, arrivals 38,292 tons, stocks 90,769 tons, afloat 41,619 tons. An analysis of these figures shows that whereas the whole of the arrivals have been consumed, which is a satisfactory sign, the afloat figure is extremely heavy. Last week arrivals here totalled 2,769 tons, whilst deliveries were 1,488 tons, showing a further increase of 1,281 tons in the stocks. The London stock now stands at 37,901 tons against 32,110 tons at the corresponding period last year. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and September, 10½d.; October-December, 10½d.; January-March, 10½d.; April-June, 11½d. per lb.

SAFFRON of finest Valencia quality is offered at from 45s. to 50s. per lb., according to grade.

SEEDS.—ANISE.—Spanish is 67s. 6d. and Russian is firm at 30s. per cwt. spot. CANARY.—Mazagan for shipment is 23s. c.i.f. and spot 23s. 6d. to 24s. Tangier afloat is still offered at 22s. c.i.f. CUMIN.—Malta is a little easier on spot. Sellers are now offering at 67s. 6d. Morocco for September-October shipment is dearer, sellers now quoting 61s. c.i.f. On the spot, business has been done at 62s. 6d. FENUGREEK remains at 21s. on the spot. The shipment price has advanced 1s. per cwt. during the week, shippers now quoting 18s. 6d. c.i.f. CORIANDER on the spot is a little easier at 10s. 6d. The c.i.f. market is quiet, with sellers at 9s. 3d. c.i.f. LINSEED for shipment has advanced to 24s. c.i.f. The reason is that the Plate crop is a failure, according to reports received. FENNEL on the spot is 68s., and the forward price remains at 62s. 6d. c.i.f. MUSTARD is 28s. 6d. to 32s. per cwt. on the spot, according to quality. CARAWAY.—Dutch has been sold at 39s. on the spot. New crop Dutch is offered for prompt shipment at 38s. 6d. per cwt. c.i.f.

SENEGAL.—Sales of near at hand have been made at 4s. per lb. c.i.f.; spot values are from 4s. 3d. to 4s. 4d. per lb.

SENNA.—Good pale Alexandrian hand-picked pods are scarce and would probably be worth 4s. 3d. to 4s. 6d. per lb.

SHELLAC is easier, with usual standard TN orange quality closing at 195s. per cwt.; fine orange is 210s. to 270s., pure button 232s. 6d., and AC cakey 210s. To arrive, sellers of TN for September-October shipment quote 185s. c.i.f. Sales for delivery include: TN for October, at 192s. to 188s., December at 195s. to 191s., and March at 190s. to 187s. 6d.

SQUILL remains cheap, further arrivals having taken place, including 90 bags; fair white is obtainable at 23s.

TRAGACANTH continues firm, especially for the finer grades, at between £17 and £25 per cwt., supplies of which are small.

VANILLA.—First quality beans, average length 6 in., are quoted at from 9s. 6d. to 10s. per lb.

Essential Oils

THE market is quiet and prices show little variation. Anise (Star) is very firm and scarce on the spot. October-November shipment only is offered. American peppermint is the same, but Japanese has moved in the buyers' favour. Lemongrass is firmer. Sassafras and wormseed are fairly firm.

The following are the quantities and values of natural essential oils (other than turpentine) imported into and re-exported from Great Britain during August, 1929, compared with the same months in 1927 and 1928, also for the eight months ending August in the respective years:—

		1927	1928	1929
August imports	.. lb.	299,926	491,906	292,439
	value	£75,250	£128,141	£91,049
Jan.-Aug. imports	.. lb.	2,433,529	2,942,385	2,663,248
	value	£712,329	£807,273	£962,715
August re-exports	.. lb.	54,900	90,937	85,837
	value	£19,211	£23,098	£28,629
Jan.-Aug. re-exports	.. lb.	528,750	564,170	582,076
	value	£215,806	£203,513	£255,147

ANISE (STAR).—Only leads in cases have been on offer on the spot at 4s. per lb., though a few leads have changed hands even at 4s. 1½d. per lb., but this was probably an exceptional circumstance. There has been no business passing in drums. For shipment only October-November is

now offered at first-hand. For September-October shipment 3s. 3d. per lb. c.i.f. was the price at which business would be done, and during the past week 3s. 2d. was refused. For the October-November position leads are quoted at 3s. 1d. per lb. c.i.f. There has been no appreciable amount of business done in drums for that position. There have been offers to buy drums for September-October shipment at just below 3s. per lb. c.i.f.

BAY is quoted at 8s. per lb. on the spot.

BERGAMOT.—The spot price is about 15s. per lb., and to come forward at 13s. 9d. to 14s. 6d. per lb. c.i.f.

BOIS DE ROSE.—Cayenne is quoted at 6s. 11d. per lb. on the spot.

CANANGA.—Java is quoted at 10s. 6d. per lb. on the spot and to arrive at 10s. to 10s. 3d. per lb. c.i.f. in drums.

CARAWAY is unchanged at 8s. 3d. per lb. for double-distilled Dutch.

CASSIA.—The spot price varies from 4s. 8d. to 4s. 9d., but without interest.

CITRONELLA.—Ceylon is quoted at 2s. per lb. on the spot and at 1s. 10½d. per lb. for shipment. Java is offered at 2s. 6d. to 2s. 7d. per lb. in drums, on the spot, and for shipment at 2s. 6d. c.i.f. Sellers seem reluctant to take lower spot prices when the price to come forward is fairly high.

CLOVE is rather cheaper at from 7s. 6d. to 8s. per lb.

GERANIUM.—Bourbon is slightly easier at 19s. 3d. to 19s. 6d. per lb. on the spot, and to come forward at 18s. 3d. per lb. c.i.f. Algerian is quoted at 20s. to 21s. per lb. on the spot according to quantity, and to come forward at about 19s. 10d. per lb. c.i.f.

LAVENDER.—French new crop now available is offered at 14s. 6d. to 15s. per lb. for 38-40 per cent.

LEMON is unchanged and slow of sale in view of the cheaper new crop prices of from 10s. 6d. to 12s. 6d. per lb. c.i.f. Spot values remain from 14s. to 15s. 6d. per lb.

LEMONGRASS is firmer at 2s. 10d. per lb. on the spot and 2s. 8½d. per lb. c.i.f.

LIME.—West Indian distilled is quoted at 33s. per lb. on the spot.

Considerable interest is manifested from time to time in the production and trade in oil of lime, and more particularly in the imports into the United States. However, due to the limited production in most producing countries, statistics are difficult to obtain and the amount involved is sometimes small. The following table shows some of the principal countries producing lime oil and their exports to the United States for the past two years:—

—	1927		1928		1st quarter, 1929	
	Pounds	Value	Pounds	Value	Pounds	Value
Dominica ..	15,094	\$ 102,101	14,500	\$ 104,000	—	\$ —
Kingston ..	1,700	10,470	401	2,254	—	—
Trinidad ..	—	295	1,328	8,825	—	—
French Guadeloupe	—	—	68	320	—	—
Acapulco, Mexico	—	—	—	—	440	1,316

In Trinidad the production of lime oil takes place generally from July to December. Exports from St. Lucia to New York, London and Liverpool during the past five years have averaged approximately 15,000 gallons, and for the past three years as follows:—

	1926	1927	1928
Distilled oil gall.	1,084	995	1,159
Hand-pressed oil "	557	379	518

MANDARIN.—New crop mandarin is offered at 23s. 6d. per lb. to come forward. The spot price is from 26s. 6d. to 27s. per lb.

PEPPERMINT.—Japanese dementholised is lower and is offered at 6s. to 6s. 1d. per lb. on the spot, the latter for Kobayashi-Suzuki. Forward positions offered at 5s. 1½d. per lb. for October-December and 5s. per lb. c.i.f. for January-March. American peppermint is quoted on the spot at 16s. per lb., and to arrive at 15s. 6d. to 15s. 9d. per lb. c.i.f. H.G.H. is unchanged and quoted at 23s. 6d. per lb. on the spot.

According to the Japanese Government Farm Products Inspection Bureau, Hokkaido, the acreage and production of peppermint oil in Hokkaido, as ascertained by the Bureau on August 10, is as follows:—

	1927	1928	1929
Acreage	33,435	31,934	31,568
Crude oil (lb.) ..	1,030,594	793,920	911,266

In Hokkaido high temperatures with moderate rainfall were experienced during July and August, and crop prospects are now considered better than had been expected.

PETITGRAIN.—Paraguay is quoted at 7s. 6d. per lb. on the spot.

SAGE.—Clary sage is quoted at 20s. per oz. The new crop has been rather short.

SASSAFRAS is firm at from 5s. to 5s. 6d. per lb. on the spot for natural oil.

SPEARMINT is unchanged at 20s. 3d. per lb. to come forward and about 21s. per lb. on the spot.

THYME.—Spanish thyme is quoted at 3s. per lb. on the spot for 28-30 per cent. phenols.

VETIVERT.—Bourbon is quoted at 16s. 6d. on the spot.

WORMSEED.—Wormseed oil is quoted at 13s. 6d. to 13s. 8d. on the spot and 13s. 10d. per lb. c.i.f.

The following arrivals have taken place from the countries indicated during the period September 11 to September 17 (inclusive):—Almond (Fr.) 20 cs.; anise (H.-Kong) 65 cs.; cassia (Ch.) 2 dm., (H.-Kong) 10 cs.; citronella (Jav.) 16 dm., (Br. Ind.) 16 dm.; eucalyptus (Aust.) 60 cs., (Sp.) 50 cs., (It.) 20 cs.; geranium (Fr.) 1 dm., (Neth.) 2 cs.; lavender (Neth.) 1 cs., (Sp.) 5 dm.; lemon (It.) 17 cs.; lemongrass (Cey.) 4 dm., (Fr.) 1 dm., (Br. Ind.) 8 dm.; orange (Ger.) 2 cs., (It.) 10 cs.; patchouli (Str.) 11 cs.; peppermint (U.S.) 3 dm, 10 cs., (Jap.) 75 cs., (Neth.) 1 cs.; pine needle (Ger.) 2 cs.; rose (Bul.) 1 cs., (Fr.) 1 cs.; rosemary (Sp.) 1 dm.; sandalwood (Br. Ind.) 17 cs., (Aust.) 84 cs.; sassafras (U.S.) 1 dm.; spearmint (U.S.), 1 dm.; vetivert (Fr.) 1 dm.; undescribed (Fr.) 6 cs.

Pharmaceutical Chemicals, etc.

CONDITIONS in this section continue quiet. Cream of tartar is firmer. Milk sugar also continues very firm on account of drought in most Continental countries. Sodium diethylbarbiturate is dearer, and vanillin, ex guaiacol, is slightly easier. Aspirin is quiet and methyl salicylate shows rather more inquiry. Salicin sells at a premium from second-hands.

ACETANILIDE is dull and unchanged: B.P. crystals and powder offer at from 1s. 4½d. to 1s. 6d. per lb.

AMIDOPYRIN is steady, with business quiet: spot, 10s. 7d. to 11s. 1d. per lb. as to quantity; f.o.b., ten cwt., 10s. 6d.; five cwt., 10s. 8d. per lb.

ASPIRIN.—The market is quiet, but prices are maintained at about the previous level of from 2s. 9d. to 3s. per lb., according to quantity.

BARBITONE continues firm on spot and in short supply: quoted at about 6s. 6d. to 7s. per lb.; Continental makers are not offering.

BENZALDEHYDE (.03) is steady on a slow market: quantities, 1s. 10d.; small lots, about 2s. per lb.

BENZOIC ACID is quiet and unchanged: quantities, ex works, 2s. 1d.; spot parcels, about 2s. 2d.

BROMIDES.—There is nothing of interest to report; business is sluggish, while quoted prices are easy, and where fair sized quantities are concerned British makers meet competition. Dealers quote: ammonium, 1s. 10½d. to 1s. 11d.; potassium, B.P., granular, 1s. 6½d. to 1s. 7d.; crystals, 1s. 6½d. to 1s. 7d.; sodium, B.P., 1s. 9½d. to 1s. 10d. per lb., as to quantity. British makers' list prices are also unchanged: ammonium, 1s. 11½d.; potassium, B.P. crystals, 1s. 8½d. granular, 1s. 7½d.; sodium, B.P., 1s. 10½d. per lb., in cwt. lots.

CALCIUM LACTATE continues quiet: quantities, 1s. 2d.; smaller parcels, up to 1s. 3½d. per lb.

CHLORAL HYDRATE is steady but slow of sale: duty-paid crystals, 3s. 1d. to 3s. 6d. per lb., as to quantity and packing.

CITRIC ACID (B.P. crystals).—Spot prices of foreign are steady at from 2s. 0½d. to 2s. 0½d. per lb., less 5 per cent. for quantities. English meets with a good demand, and is quoted at 2s. 0½d., less 5 per cent.

CREAM OF TARTAR continues very firm, and Continental prices show a further advance at from 105s. to 107s. 6d. per cwt., for foreign 99-100 per cent. powder. English makers quote 104s. per cwt., less 2½ per cent., with a fair demand.

CREOSOTE CARBONATE remains quiet at about 5s. 8d. to 6s. GUAIACOL CARBONATE is unchanged at from 4s. 6d. to 5s.

HEXAMINE is steady at from 2s. 3d. to 2s. 6d. per lb.

HYDROQUINONE is quoted at the controlled prices of 3s. 8d. to 3s. 11d. per lb., as to quantity.

METHYL SALICYLATE is a firm market, with a little more inquiry. There is no change to record, however, in prices, which range from 1s. 6d. to 1s. 8d. per lb.

METHYL SULPHONAL is dull on a steady market: quoted, as to quantity, at from 12s. 7d. to 13s. 10d. per lb.

MILK SUGAR continues firm on account of drought in most Continental countries. Dutch (B.P.) is unchanged at from 55s. to 56s. per cwt. Other foreign makers offering at about 2s. 6d. per cwt. less.

PARAFORMALDEHYDE is dull and unchanged: 100 per cent. powder, 1s. 7d. for quantities in kegs; small parcels, 1s. 8d.

PARALDEHYDE is slow of sale at from 1s. 1d. to 1s. 4d. per lb., as to quantity and packing.

PHENACETIN is unchanged at from 3s. 2½d. for ten-cwt. lots up to 3s. 7d. per lb. for small parcels; f.o.b. Continent, about 1d. less.

PHENAZONE remains quiet and unchanged: ten cwt., 5s. 9d. up to 6s. 1d. per lb. for small parcels; f.o.b. Continent, about 1d. per lb. less.

PHENOLPHTHALEIN continues dull at controlled prices: quoted from 5s. 11d. to 6s. 1½d. per lb., as to quantity.

POTASSIUM PERMANGANATE is slow of sale, with prices steady: quantities, in drums, 6s.; smaller parcels, about 6½d. per lb.

POTASSIUM SULPHOGUAIACOLATE is quoted at 3s. 4d. per lb. in one-cwt. lots.

SALICIN.—The makers' price is still nominal at 16s. per lb., but they cannot accept orders as they are fully engaged on contract business. In second-hands business has been done at 20s. per lb. and over.

SALICYLIC ACID.—B.P. is unchanged at from 1s. 5d. to 1s. 7d. per lb. for both crystals and powder, according to quantity.

SODIUM DIETHYLBARBITURATE is dearer on the spot at from 8s. to 8s. 3d. per lb.

SODIUM SALICYLATE (B.P.) continues steady at home makers' prices: ten-cwt. lots, 2s. 2d. up to 2s. 4d. for small parcels.

SULPHONAL is unchanged at controlled prices: ten cwt., 10s. 1½d. up to 11s. 2d. per lb. for small lots of crystals; powder, 1½d. per lb. more.

TANNIC ACID.—B.P. *leviss* remains slow of sale: quantities, 2s. 10d.; small parcels, 3s. per lb.

TARTARIC ACID (B.P. crystals) is unchanged at about 1s. 4½d. to 1s. 4½d. per lb. for fair-sized quantities of foreign. English makers quote 1s. 5d. per lb., less 5 per cent., with a good demand.

THYMOL is unchanged: synthetic, fine white, 9s. 1d. to 9s. 3d. per lb.; ex ajowan seed, 11s. 3d. per lb.

VANILLIN.—While foreign synthetic is still active, British manufacturers find a continued steady demand for clove oil material now that they have been able to reduce prices to the present level of 15s. to 15s. 9d. per lb. and 14s. 4d. for contracts; ex guaiacol is easier at 14s. per lb. for cwt. lots, following the fall in clove prices.

Industrial Chemicals, etc.

London, September 18.

THERE is little change of importance to record this week and prices mostly remain unchanged, with business continuing quiet. Carbolic acid crystals are slightly higher. ARSENIC.—There is no improvement in the market, but prices are steady for white Cornish at about £16 per ton, f.o.r. mines. Demand is confined to limited quantities. High-grade Mexican is held for £16 10s. c.i.f. London or Liverpool. COPPER SULPHATE.—There has been little doing for export, the tone being still very dull, but in spite of keen Continental competition at low rates associated makers are asking £27 to £27 10s. for casks, less 5 per cent., f.o.b. U.K. exports for last month were only 406 tons, against 918 tons for the same month last year. The total for the eight months is 35,895 tons, against 39,738 tons for January-August last year. CADMIUM.—There has been a fairly good run of business in fair-sized lots, and Australian and Canadian agents maintain their terms at 3s. 10d to 3s. 11d. per lb. The demand on this side is regular. Inquiries are reported from the Continent, but buyers there are not much disposed to pay current rates. MAGNESIUM.—The position of home makers is reported satisfactory, with a moderately active business doing, and quotations stand at 3s. 3d. up to 3s. 9d. for small sticks and bars, according to specification. Wire is held for 7s. 6d. to 12s. 6d., and ribbon 11s. to 14s., while powder varies from 4s. 6d. up to 7s. 6d. per lb., according to quality and quantity. SELENIUM.—Prices are well maintained, with a fair demand, and black powder sells at 7s. 8d. to 7s. 9d. per lb., delivered Liverpool warehouses. SULPHUR.—The market remains well under control and prices are thus easily maintained. American crude is £5 12s. 6d. to £5 17s. 6d., while Sicilian flowers sell at £12 7s. 6d., refined ground at £11, and roll at £9 15s., all c.i.f. to arrive. COAL-TAR PRODUCTS, ETC.—ANILINE OIL is unchanged and quiet at 8½d. per lb., packages extra, carriage paid. ANILINE SALT is steady at about 8½d. per lb., packages extra, carriage paid. BETA-NAPHTHOL is firm at from 10d. per lb., carriage paid. CARBOLIC ACID (CRYSTALS).—A slight advance is recorded from Monday, September 16, prices for ice varying from 7d. to 7½d. per lb. according to quantity. Detached crystals also now show a wider margin over ice, the figures being from 8½d. to 9d. per lb. for 39° to 40° C. The delivery position remains difficult, however, and although manufacturers are now able to offer up to June next year, supplies for delivery between now and the end of December continue very short. CRESYLIC ACID.—There is no change to record since our last report. Demand is fairly keen, and firmer prices may be expected before long. CREOSOTE OIL continues very weak: ex works, 3d.; f.o.b., 4d. per gallon, in bulk quantities. NAPHTHALENE is unchanged, with the market quiet: flakes and balls, £15 15s. to £16 per ton, in cases, ex wharf. METHYL ALCOHOL

continues in fair demand at about £45 per ton, and less for quantities, in drums, ex store. PYRIDINE is a dull market: f.o.b., 4s. to 4s. 6d. per gallon. TOLUOL is unchanged, with the demand limited: commercial 90's, 1s. 9d.; pure, 1s. 11d. per gallon at works. XYLOL is unchanged, with the market slow: commercial, about 1s. 10d.; pure, about 2s. per gallon at works. PITCH is unchanged at 47s. 6d. per ton, f.o.b.

Fixed Oils, etc.

CONDITIONS in this market continue generally quiet. Linseed shows a further advance in price and is very firm. Turpentine and palm are slightly dearer. Other items continue unchanged. ACID OILS continue dull with the market fairly steady: coconut and/or palm kernel, 33s.; ground nut, 31s. 6d.; soya, 28s. per cwt. CASTOR is unchanged with the market steady: pharmaceutical, 49s. 6d.; first pressings, 45s.; second pressings, 43s. per cwt. on the spot, in not less than one-ton lots. COCONUT.—Prices are unchanged, with the market firm but quiet: English deodorised, spot, 40s. 9d.; Ceylon, 33s. c.i.f.; Cochin, 42s. 6d. c.i.f. COTTON.—Prices are slightly easier, with the market dull: deodorised, 42s. 6d.; common edible, 40s. 6d.; soapmaking, 38s.; crude, 36s. spot. GROUND NUT continues quiet with prices unchanged: deodorised, in barrels, 43s. spot; crude Oriental, 38s. 6d. c.i.f. PALM KERNEL is dull: deodorised, 42s.; crude, 37s. per cwt. PALM.—The market continues quiet, but prices show a slight advance on the whole: Lagos, 33s.; softs, 33s.; mediums, 33s. 3d.; hards, 34s. 6d.; bleached, 35s. 9d. spot. RAPE.—Prices show a slight advance, with the market still quiet: refined, 47s.; crude, 45s. 6d. spot. SOYA is steady: deodorised, in barrels, 41s.; crude, 37s. 6d. spot. LINSEED.—There has been considerable speculative activity, with prices mounting up sensationally last week on the swift rise in seed prices to high records, but there was a considerable reaction early this week of a few pounds a ton from the extreme highest figure touched last week at £46 a ton. Reports of rains from the River Plate influenced the market, which, however, moved up again on Tuesday to about £45 10s., advancing to 46s. net naked ex wharf on Wednesday. The tone is unsettled, with a highly nervous feeling around the market. American buying has been reported on this side. TURPENTINE.—There has been a notable advance, chiefly in sympathy with the sharp spurt in American prices, and the London spot price closes at 44s. 6d., October-December 44s. 9d., January-April 44s. 9d. London deliveries for last week were very good at 2,321 barrels, making a total since January 1 of 70,944 barrels, against 74,533 barrels for the same period last year. Stocks were returned at 16,969 barrels, against 33,744 barrels a year ago. Including two steamers afloat with over 12,000 barrels, the total visible supply for London amounted to 29,245 barrels, comparing with 4,954 barrels a year previous. Demand on the spot here has certainly been considerably better. RESIN.—The market has steadily advanced under the influence of reduced receipts, but the demand has not been particularly brisk at the high rates, while buying has been largely confined to near delivery. C.i.f. terms were as follows: American B/K 19s. 3d. to 19s. 4½d., M 19s. 6d., W/G 19s. 9d., and W/W 20s. 3d. Terms ex wharf command the usual premium of about 6d., except for W/W, which is held for about 21s. 9d. WOOD.—Hankow, in barrels, is firmer at about 76s. per cwt., in barrels.

LUBRICATING, MINERAL, BURNING OILS, ETC.—This market continues quiet, with no change of importance to record. Benzol is firm and fuel oil continues quiet. BENZOL is unchanged, with the market bright: standard motor 90's, 1s. 8½d. to 1s. 8½d. per gallon, ex works, in tank wagons; ex London works, 2d. per gallon dearer. FUEL OIL is quiet and unchanged: 950 gravity, £3 5s.; 890 gravity, £3 17s. 6d. per ton, ex tank; cheaper forward. PARAFFIN OILS are steady and unchanged: American standard white, 1s.; water-white, 1s. 1d. per gallon, barrels, ex wharf. PARAFFIN WAX and SCALE.—Wax is steady as quoted at from 2d. to 3d. per lb., according to melting point, in bags; scale is quoted for shipment at about £16 2s. 6d. per ton, c.i.f. U.K. port. WHITE OILS are unchanged on a quiet market: special No. 1, £23 7s. 6d.; No. 1, £23; No. 3 half-white, £20 10s.; No. 4 half-white, £19 15s. per ton, drums and barrels free, ex wharf. SOLVENT NAPHTHAS are quiet, with the market steady: 90 to 160, 1s. 2d.; heavy 90 to 190, 1s. per gallon, naked at works. PETROLEUM JELLIES are unchanged, with the market quiet: white to snow-white, £36 10s. to £47 10s.; amber and yellow, £17 5s. to £22; dark stiff green, £11 12s. 6d. per ton, barrels free, ex wharf. LUBRICATING OILS.—The spot market is on the quiet side and continues easy. Spot, pales, £9 15s. to £22 5s.; reds, £11 5s. to £22; dark cylinders, £14 10s. to £34 12s. 6d.; filtered cylinders, £23 to £41 per ton, as to quantity, less 2½ per cent. SOLUBLE OILS and CUTTING COMPOUNDS are unchanged from £20 to £28 per ton, net. No. 1 RUSSIAN OIL is offered on spot at £14 10s. per ton, less 2½ per cent., barrels free ex wharf.

Commercial and Produce Notes

Smyrna Beeswax

DURING 1928 about 123,000 kilos of beeswax were produced in the Smyrna economic zone. Exports during 1928 were as follows: U.S.A., 61,553 kilos (value Lt.90,349); Germany, 5,393 kilos (value Lt.7,818); Greece, 11,944 kilos (value Lt.17,009); Bulgaria, 4,848 kilos (value Lt.6,927); total, 83,738 kilos, valued at Lt.122,104. It is expected that the production during 1929 will be much below that of 1928.

Bulgarian Rose Oil Exports

ACCORDING to the returns published by the General-Direction of Statistics, Sofia, exports of rose oil from Bulgaria during the month of April 1929 amounted to 79 kilos, valued at 6,035,267 leva, consigned to the following countries: Germany, seven kilos; Poland, one kilo; United States, 50 grams; Hungary, one kilo; France, 61 kilos; Switzerland, nine kilos. Exports during the period January-April amounted to 253 kilos, valued at 19,271,922 leva.

Italian Citrate of Lime

SUPPLIES of citrate of lime in Italy next year from the new crop are estimated at approximately 7,000 metric tons. In addition, the Camera Agrumaria may sell from their stocks quantities amounting to either one-seventh or one-fourth of the new crop, according to market conditions. If the Camera puts on the market 1,750 tons from stocks, this will give a total available supply of approximately 8,750 tons of citrate of lime. A certain amount will be available to foreign buyers if application is made by the end of September.

Japanese Insect Flowers

ACCORDING to the Japanese "Weekly Druggist," the insect flowers industry in Hokkaido has made rapid developments since a system of inspection over the cultivation was adopted some years ago. The quality of pyrethrum has become much better and the volume of business has greatly increased. Recently some people have attempted to increase the weight by wetting the dried insect flowers. This fraudulent method has caused much concern among buyers. Cases of this fraud were discovered by the officials in charge of the inspection recently, and the growers and dealers of Hokkaido have circularised the big dealers in Japan proper to the effect that such fraud will be immediately reported to the authorities in charge.

Arabia's Exports of Drugs, Gums, etc.

THE exports of drugs, gums, waxes, etc., from Arabia to the U.S.A. during 1928 were valued at \$66,358, against \$69,177 during 1927. The quantities and values are shown in the following table:—

		1927		1928	
	Lb.	\$	Lb.	\$	
Beeswax	148,400	42,300	136,800	44,600	
Aloes	4,830	910	11,780	1,900	
Asafetida	—	—	3,880	650	
Myrrh	58,170	9,000	27,320	7,240	
Ambergris (oz.)	244	2,624	281	3,865	
Civet (oz.)	8,065	14,543	4,070	8,102	
		69,177		66,358	

Java Cinchona and Coca Exports

THE following table shows the exports of cinchona and coca from Java during the period January to May 1929 compared with those of the corresponding period of 1928 (amounts in kilos):—

	Cinchona		Coca	
	Jan.-May. 1928	Jan.-May. 1929	Jan.-May. 1928	Jan.-May. 1929
Great Britain	—	—	—	—
British India	26,677	—	—	—
Belgium and Luxembourg	—	21,020	—	—
France	—	—	—	10,374
Germany	—	—	19,022	24,321
Italy	8,027	16,294	—	—
Japan	156,191	351,677	—	—
Netherlands	1,978,269	2,374,741	111,599	282,965
Port Timor	25	—	—	—
Total	2,169,189	2,948,446	130,621	317,660

Exports of quinine from Java during the first five months of 1929 were 9,055 kilos, against 9,617 kilos during the same period of 1928.

Java Citronella Oil Exports

ACCORDING to a circular issued by the Essential Oil Department, N.Y., Handel-Maatschappij "Stille Zuidzee," Amsterdam, exports of Java citronella oil from Java in metric tons (1,000 kg.) have been as follows:—

	1926	1927	1928	1929
January ..	104	107	104	67½
February ..	100	135	98	72
March ..	118	100	81	107
April ..	105	90	114	82½
May ..	73	90	184	121
June ..	95	132	109	43
July ..	110	94	78	80
August ..	81	88	77	77
Total, Jan.-Aug.	786	836	845	650
Total, Jan.-Dec.	1,182	1,312	1,143	—

It is expected that for the remaining months of the present year exports will continue to decline.

Brazilian Beeswax

THERE are approximately 50,000 separate establishments engaged in bee-keeping. The total production of beeswax is estimated to be 219,000 kilos, of which the State of Rio Grande do Sul produced approximately 45 per cent. The average production of wax per swarm for all Brazil is 0.5 kilos. An analysis of statistics reveals the superiority of the three southern Brazilian States of Rio Grande do Sul, Parana, and Santa Catharine, for wax and honey production. Not only has the industry reached a higher development there, but the yield of wax per swarm is greater. The State of Sao Paulo fails to produce sufficient beeswax for its own consumption and imports small quantities, mostly from Germany. Realising that beeswax and honey are staple articles of commerce throughout the world, the State of Sao Paulo determined to foster this industry more energetically, and under date of June 12, 1928, approved instructions governing bee farms. The nursery grounds of the Model Bee Farm at Parada Pinto cover about 12,000 acres, where will be conducted conditioning of wax and instruction on apiculture.

Ceylon Cardamoms in 1928

THE exports from Ceylon during 1928 amounted to 372,715 lb. against 348,072 lb. in 1927. The principal destinations were as follows:—

Destinations	1927	1928
To	Lb.	Lb.
United Kingdom ..	123,476	109,469
Germany ..	56,851	69,797
U.S.A. ..	21,150	65,077
Egypt ..	22,781	16,024
India ..	2,879	14,505
Sweden ..	19,017	21,143
Denmark ..	21,720	28,279
Japan ..	15,630	12,330

The year in Ceylon opened with small supplies of both green and bleached descriptions at low prices, with very little inquiry, while Malabars were in better supply and realised comparatively higher prices. Towards the end of January, however, a sharp advance in values was seen for all descriptions, and with keen competitive buying all offerings were readily absorbed, prices for good greens being approximately Rs. 3.00. The market assumed a more settled aspect later, and although values were lower than the highest point reached, offerings met with a fairly good market, greens being most in demand at about Rs. 2.25. At the close of the year, with heavier offerings, the market ruled easier all round. For years past the bulk of the Ceylon crop has been offered bleached, but greens now being more in request, the major portion of the crop is marketed green. As long as estates can find a ready market for this crop, it is very unlikely that they will revert to bleaching.

Kola Nuts

ACCORDING to a recent report by the Director of the Imperial Institute, kola nuts are not an important article of commerce in Europe and are principally traded in West, Central and North Africa among the natives, who chew them. The nuts are used to a small extent in medicine and in the manufacture of certain proprietary foodstuffs and beverages. For export purposes the nuts are generally

dried. The principal countries of production are the Gold Coast, Sierra Leone, French Guinea, Ivory Coast, Nigeria, French Cameroons, French Congo and Liberia. Reliable statistics are difficult to obtain owing to the nature of the land trade, and the only official figures available are the exports by sea:—

Country	Year	Quantity in lb.	Value	Destination
Gold Coast ..	1927	12,474,028	259,479	Mainly Nigeria, Nigeria, Senegal and Gambia
Sierra Leone	1927	9,995,910	268,915	
Nigeria ..	1927	117,410	2,383	Mainly Portuguese West Africa
French West Africa	1925	352,781	—	

The trade with Europe during 1927 is given in the following table:—

Destination	Quantity in lb.	Source
United Kingdom ..	71,330	Nigeria
	672	Gold Coast
	22	Sierra Leone
Germany ..	56,009	Gold Coast
	27,455	Nigeria
France ..	34,350	French West Africa (1925)
	9,153	Gold Coast

Sudan Acacia

BOXALL & Co. reporting on the market from August 1 to 31 state that arrivals in Kordofan stations amounted during August to 80 tons, a large proportion of which was rain-damaged, against 324 tons last year—a shortage of 244 tons or 75 per cent. This year's August arrivals are by far the smallest recorded for that month over the series of years from 1923 to 1928, during which period arrivals in August were from three to twelve times what they were this year. The shortage in Kordofan and Tendelti this season to date against last season totals about 5,150 tons: with the shortage of inferior Hashab estimated at about 2,000 tons, the total shortage in Hashab gums against last season would amount to date to about 7,150 tons. El Obeid prices for gum free from rain-damage have advanced still higher during the month, having reached about 9s. per cwt. more than the closing price of July 31, but, as already pointed out, such small parcels of gum as were obtainable outside the auction markets sold at considerable premiums over the El Obeid price. Demand has been relatively good—in fact, more orders were received than could be filled on a market which is, practically speaking, bare of goods: arrivals, on the one hand, being altogether insignificant and, on the other, stocks non-existent. Prices of Talha have gone up 5s. 3d. per cwt. during the month. The following figures show the exports from January to July:—

Destination	1928			1929		
	Jan.-June	July	Total	Jan.-June	July	Total
Great Britain ..	2,849	338	3,187	2,392	185	2,577
U.S.A. ..	3,633	200	3,833	3,331	110	3,441
France ..	2,846	189	3,035	2,073	88	2,161
Germany ..	2,218	209	2,427	2,439	225	2,664
Italy ..	905	102	1,007	778	50	828
Belgium ..	1,105	143	1,248	789	25	814
Japan ..	589	20	609	373	3	376
Spain ..	276	10	286	187	—	187
Holland ..	370	43	413	317	22	339
Denmark ..	30	—	30	14	—	14
Norway and Sweden	192	8	200	77	21	98
Egypt ..	53	28	81	49	1	50
Australia and N.Z.	315	17	332	305	52	357
China ..	93	30	123	144	—	144
Canada ..	55	—	55	15	5	20
Argentina ..	77	—	77	46	—	46
Brazil ..	31	14	45	25	—	25
Uruguay ..	17	5	22	7	—	7
Finland ..	5	—	5	27	—	27
British India ..	160	12	172	84	—	84
Other countries in America ..	—	2	2	21	2	23
Other countries ..	29	—	29	33	—	33
Tons	15,848	1,370	17,218	13,526	789	14,315

The export figures are made up of the following qualities:—

	Hashab	Bleached	Talha	Total
January-July, 1928: Tons	15,473	179	1,566	17,218
January-July, 1929: Tons	11,839	72	2,404	14,315
Difference in 1929: Tons	-3,634	-107	+838	-2,903



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

The Bazaar Trade

SIR,—“Manufacturer” (*C. & D.*, September 7, p. 294) writes a good letter, but the retailer when reading it cannot forget that it is a manufacturer's business to distribute his goods to the public and the more avenues of distribution he can open up the more he hopes to increase his turnover, and it is of no interest to him whether the retailer is a private chemist or a multiple bazaar so long as he does not actively antagonise one section or the other. A large part of his letter is devoted to the menace of the competition he is up against from what he calls unknown brands sold in the stores, and he makes this one of the chief points in his arguments in favour of supplying the stores with small sizes, but is it not a fact that the multiple shops always have run their own lines wherever possible, and have featured them in preference to advertised goods? And leaving out for the moment the sixpenny bazaars where there is no selling service, and the goods are merely displayed in trays for customers to pick up, is it not also true that in many of these chain shops commission is paid to the assistants on own name lines and not on other goods in order to induce them to put forward their best efforts in this direction? And it is not so very long ago that some of the biggest multiple shops never displayed proprietaries in their windows at all, they were always devoted to their own goods only. “Manufacturer” says that since the introduction of the sixpenny sizes for the stores there has been a remarkable increase in sales of the larger sizes through the chemists—I am very glad to hear it, but I can only say that it has not been my experience or that of others with whom I have discussed the matter. The tendency to-day is for the public to buy the smallest size obtainable, those people who look at the saving in quantity by purchasing the largest size are few in number to those who consider only the initial expense, and the result is that far more of them purchase the sixpenny size when obtainable, and that is now at the stores. This tendency can be seen at its best, or worst, in the case of proprietaries which have been put on the market at 2s. to 2s. 6d., and then with the downward trend of business have been issued in a smaller size, say at 1s. 3d., in every instance which comes to mind at the moment the large size is now practically dead, and one or two are quite sufficient stock for the odd customers who still keep to it. Although chemists, as a rule, maintain adequate stocks of these new sizes I do not consider they get the share of the cheap trade they should do. I have tried featuring sixpenny windows and special displays, but the results have not been what I call worth the window space, and I do not see how it can be otherwise, as I have only to go to the barber's to get a hair cut and see on the shelf in front of me all the sixpenny tooth pastes, shaving sticks, and other lines which were originally introduced at 1s. 3d. by my, and other chemists', efforts; it is obvious that men customers are not going to worry about purchasing larger sizes from the chemist when they can pick up a sixpenny tube every time they have a shave. But—if the barber can sell an un-named line he will do so every time, as it has often been tried on me much to my amusement. Similarly a large section of the public stroll through the “open” bazaars as a means of passing the time or for somewhere to go, and seeing a sixpenny line buy it; this is, of course, the idea of throwing the doors open and displaying the goods in sections, but as they often purchase these things before they are really in need of them it means another prospective customer lost to the chemist. There are several points which “Manufacturer” does not touch on, and which I should like to have seen included in his letter. Why were the chemists not given the first opportunity to market the sixpenny pack if its introduction was so imperative; why do the manufacturers almost invariably approach the chemists

first with a new line and then afterwards, when the market is somewhat assured, go behind them to the stores with a smaller pack; and does he not consider that the root of the trouble is really the multiplicity of lines which are practically identical in everything except name and label? I agree that chemists to-day are gradually developing into general stores, but have they not been driven to this largely by the way in which manufacturers have encouraged other traders to stock what were original chemists' lines?—Yours faithfully,

RETAILER (14/9).

Sandalwood

SIR,—I have read with interest the article by Sir Alfred Chatterton in last week's issue. Sir Alfred Chatterton says:—

“... and the remainder, locally distilled for the sake of its oil content. From the crude oil, by fractionation, a product containing a high percentage of santalol is now obtained, and perhaps usefully supplements the somewhat restricted supplies of the genuine oil, the demand for which is expanding rapidly.”

The statement that Australian sandalwood oil contains a high percentage of santalol has been challenged and found incorrect by Mr. A. R. Penfold, Curator and Economical Chemist, Technological Museum, Sydney, Australia, and Messrs. K. Venkatesaiya, B.A., and H. E. Watson, D.Sc. (Lond.), of the Indian Institute of Science, Bangalore, India.—Yours faithfully,

For K. B. MAVLANKAR, J. W. Bobin.

Yiewsley.

The Cost of Qualified Dispensers

SIR,—If the dispensing of Insurance medicines by unqualified dispensers under qualified supervision was no longer permitted, not only would the suggestion of excess profits on this work soon fade away, but the fiction that the work pays at all would receive its final blow. To employ none but qualified labour for this dispensing would mean in round figures practically doubling the wages bill, and without in any way comparing the working capabilities of the qualified and unqualified, it is obvious that double the number of scripts could not be turned out in the same time. Therefore although we must admit, and from the pharmaceutical point of view would welcome the position that none but qualified men should do this work, it would also mean that there would have to be a considerable increase in the present scale of fees, and the latter argument would prove more weighty than the former in any legislative decision. And if only registered chemists could dispense Insurance medicine, what would be the position in a surgery out of the mile radius limit? Would the doctor have to employ a pharmacist, or alternatively do all the actual work himself?

Yours faithfully,

DIVIDENDUM (5/8).

Arsenical Poisonings

SIR,—We have had several important poisoning cases, during the past few years, of the arsenical type, occupying the attention of coroners and juries for (in the aggregate) considerable periods. In these cases the deceased appear to have had access to the poison in the form of arsenical weed-killer. Many of us in pharmacy have puzzled somewhat over these events. The trade in many of the chemicals used in agriculture being now, and for some years back, to a large extent out of our hands, it is not so much our business as perhaps otherwise would be the case to concern ourselves in these problems; but for my part I often wonder where the goods eventually go, and whether they are used for the purposes stated. It was largely for the sake of agriculturists, I believe, that the supplying of arsenicals was made more free and open. But anyone may profess to be a gardener, and so on. And what does any average man with an average garden want with a gallon tin or drum, say, of arsenical weed-destroyer? I have had a garden for at least thirty years, and have never felt it necessary to use any such article. If the authorities really want to make cases of the above kind more difficult they should try to assimilate the notion that the purchase of these special goods imposes a responsibility on the buyer and user.—Yours, etc,

LOOKER ON (8/8).

Easy Prescribing

SIR,—May I add my voice to those of other correspondents regarding the prescribing of "patents" by doctors? It frequently happens that a representative calls on the local doctors, expounds the merits of his particular proprietary and leaves a sample, and then for the next few days the nearest chemist receives several prescriptions for this article, which he has to get a stock of if he is to satisfy his customers. Years ago, when I was an assistant in a dispensing business, we had one doctor who had a mania for "patents"; he would read or hear of some newly-advertised proprietary and would order it for nearly all his patients for a time, regardless apparently of what they were suffering from. This meant first of all searching the town to be obliged with some if possible, or sending an urgent order for a bottle by post, and then after a day or two of this and having to ask customers to wait, a good supply would be ordered direct from London; as soon as it arrived it invariably happened that the doctor got a new craze, stopped ordering it, and our troubles began all over again, whilst the remainder of the stock went into the "dead letter" department. I well remember that there was a row of shelves in the warehouse filled with proprietary articles arranged in alphabetical order, some of the bottles nearly full and some half empty. If a manufacturer sends a representative to interview the doctors and to induce them to prescribe his remedies, he should arrange for one or two of the nearest pharmacists to receive a small stock on a three months' sale or return basis.—Yours, etc.,

BULKABREAK (13/8).

Compounding and Dispensing

SIR,—If it is correct that unqualified dealers who are on the panel for the supply of appliances have in some instances also supplied compounded medicines on prescription forms, and have been paid for them, as you say there is reason to believe in your editorial article (*C. & D.*, August 10, p. 166) then it should be quite a simple matter to get a test case which would settle the vexed matter of compounding and dispensing. All that is needed is for a simple prescription to be taken to one of these so-called pharmacies, and on receiving the mixture to lay a complaint against the proprietor. This action should surely be the work of the local Pharmaceutical Committee, and if such dispensing is taking place by unqualified men in drug stores it should be within the knowledge of that Committee. If not, is it not within the rights of the Committee to inspect the prescriptions which are sent to the pricing bureau? It remains to be seen which local committee will be the one to take action to settle this question; I take it that there need not be legal action, as the matter would come before the County Insurance Committee, and finally the Ministry of Health.—Yours faithfully,

COMPOUNDER (19/8).

Pharmacy Week

SIR,—I assume that as Pharmacy Week is being organised by the Retail Pharmacists' Union only members of that body will be able to obtain the window cards and palmets which are to form the basis of the distinctive window displays for that week. This would include all pharmacists who are members and all limited companies, through their registered superintendent; if it is meant therefore that the use of the title "Pharmacy Week" should apply only to individual proprietors then some other arrangement should have been made in the original idea of the Union. The suggestion that unqualified stores will benefit by the advertising scheme because the word "pharmacy" is not protected, is not worth considering, as in the first place they cannot obtain the window display material and so link up with the qualified shops, and, secondly, it would hardly be worth their while to imitate the display, as it is not being put forward as a sales window—nobody expects to take an extra amount that week on account of it—but as an attempt to educate the public to the presence and importance of the genuine chemist and druggist.—Yours faithfully,

HEBDOMADA (14/9).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

Quiz (24/87).—INDIGESTION REMEDY.—This is a water-like, colourless liquid, acid to the taste, and appears to contain little beyond a small percentage of sulphuric acid. It is tasteless except for the slight acidity; it contains no ammonia, and gives very little ash, in which only a trace of iron is the element. There was no evidence of any organic matter.

H. H. B. (23/8).—For rheumatism, gout and kidney troubles an alkaline bath is employed, and the "salts" are usually anhydrous sodium carbonate—say 90-95 per cent. Small quantities of sodium sulphate, magnesium sulphate and sodium chloride can be added if desired.

R. J. F. (13/88).—CHIMNEY CLEANERS.—The articles sold as soot-removing compounds are usually a mixture of common salt 2 parts and sulphur 1 part, sometimes coloured with Armenian bole or aniline. A compound which we analysed recently consisted of a mixture of wood chips and dried sodium carbonate coloured with a greenish-blue dye which was soluble in alcohol.

Legal Queries

R. W. B. (6/7).—Mixtures of herbs which have not been in any way medicated or prepared are not liable to medicine-stamp duty, even if recommended for ailments.

I. R. P. (13/89).—Persons who have served an indentured apprenticeship to a chemist may sell "known, admitted and approved" remedies without incurring liability to medicine stamp duty.

Ad. Astra (17/89).—National Health Insurance prescriptions ordering "dangerous" drugs must be entered in the record book kept in conformity with the Dangerous Drugs Acts.

A. H. J. (16/89).—"Known, admitted and approved" remedies, if liable to medicine stamp duty, may be sold stamped by unqualified persons holding a patent medicine licence, provided they do not contain any scheduled poisons.

A. L. D. (17/89).—A licence for the sale of dutiable medicines is granted solely in respect of a shop, house or place, and vans, stalls or other movable or non-rateable places of businesses are not licensed. Consequently, it is illegal to sell dutiable medicines from vans or stalls.

W. L. (5/7).—The inclusion of the word "remedy" on the label of your anti-sting cream definitely renders the article liable to medicine-stamp duty, since it does not otherwise comply with the requirements in respect of the exemption extended to "known, admitted, and approved" remedies.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," September 15, 1879

A Turkish Pharmaceutical Society

On June 9 last twenty-five of the pharmacians of Constantinople met at the rooms of the Society of Medicine of that city and formed a Society of Pharmacy for the Ottoman Empire. The scheme was urged with much energy in a speech by M. Pierre Apery, whose father, M. Nicholas Apery, presided at this meeting as the oldest member of the profession present. A bureau was at once formed, C. Bonkowski Eifendi being chosen President; M. A. Matcovich, Vice-President; M. J. Zanni, General Secretary; M. P. Apery, Special Secretary; M. G. Sirnan, Treasurer; and M. Helm, Librarian. The articles of the Society were drawn up and agreed to.



[Commenced C. & D., July 5, 1924]

Ruthenium.—Ruthenium was discovered by Claus in 1844 in platinum residues from the Ural mountains. It occurs in association with the other metals of the platinum group in the native alloy osmiridium, in which it may be present up to 6 per cent. As sulphide, Ru_3S_4 , it is found in the mineral laurite, which occurs in platinum washings in Borneo and Oregon. Its extraction from osmiridium is a matter of some difficulty, owing to the similar behaviour of the associated metals. The residue remaining after the removal of the more volatile osmium compounds is fused with potassium hydroxide and potassium nitrate. Potassium ruthenate is formed, and, after cooling, is extracted with water. The filtrate is acidified with concentrated nitric acid and ruthenium oxide slowly separates. It is filtered off, dried and reduced in a current of hydrogen. Ruthenium is a hard, white, brittle metal. It can be melted in the oxygen-hydrogen flame and volatilised in the electric furnace. The specific gravity is variable, but after fusion it is 12.063. The atomic weight is 101.65. It has been obtained in the form of crystals, by heating ruthenium-tin alloy in a current of hydrogen chloride, and in colloidal solution by the reduction of a solution of a ruthenium salt in the presence of gum arabic. An oxide is formed when the metal is raised to a red heat in air, but it is stable at ordinary temperatures. Aqua regia attacks it very slowly, but other acids are without action. Like the other metals of the group, ruthenium has the property of occluding gases. The element may be separated from the other platinum metals by making use of the fact that ruthenium-potassium nitrite is soluble in absolute alcohol, while the corresponding double salts of the rest of the group are insoluble. This alcoholic solution gives a crimson coloration on the addition of colourless ammonium sulphide solution. As a confirmatory test the following—due to Carey-Lea—may be used. The suspected solution is boiled with ammonia, filtered, and boiled again with crystals of sodium thiosulphate. If ruthenium is present a pink coloration is produced. Owing to its scarcity, ruthenium is seldom used commercially. It has been used as a catalyst and an alloy with platinum is used in the manufacture of jets for the viscose artificial silk industry.

Rye, Ergot of.—The following table shows the imports into and re-exports from the United Kingdom from 1923 to 1927 inclusive:—

Imports					
From	1923	1924	1925	1926	1927
	Cwt.	Cwt.	Cwt.	Cwt.	Cwt.
Germany	154	54	131	475	494
Portugal	138	173	283	141	95
Spain	378	346	289	67	127
Other foreign countries	297	215	42	212	171
	967	788	745	895	887
Value£	8,240	4,332	8,339	15,961	16,752
Re-exports					
To	1923	1924	1925	1926	1927
	Cwt.	Cwt.	Cwt.	Cwt.	Cwt.
Foreign countries ...	144	53	76	49	178
British countries ...	130	99	93	108	125
	274	152	169	157	303
Value£	2,994	1,062	1,883	3,651	6,539

When dealing with ergot of rye in our Compendium (C. & D., March 6, 1926, p. 355) we gave particulars of the European production.

S

Safeguarding of Industries.—Customs duties upon imported goods the primary object of which is not to raise revenue but to safeguard British industries against foreign competition were first imposed by the Safeguarding of Industries Act, 1921.

KEY INDUSTRY DUTY.—Part I of the Act imposes what is known as the key industry duty upon certain scheduled goods with a view to protecting and encouraging the development of industries producing goods for supplies of which—especially in time of war—it is not in the country's interests that we should be dependent upon foreign sources. Originally, the duty was imposed for a period of five years from October 1, 1921; but the provision of Part I were continued in force until August 19, 1936, and amended by Section 10 of the Finance Act, 1926. The goods to which the Key Industry Duty applies are as follows:—

Optical glass and optical elements, whether finished or not, microscopes, field and opera glasses, theodolites, sextants, spectroscopes and other optical instruments and component parts thereof.

Beakers, flasks, burettes, measuring cylinders, thermometers, tubing and other scientific glassware and lamp-blown ware, evaporating dishes, crucibles, combustion boats and other laboratory porcelain.

Galvanometers, pyrometers, electroscopes, barometers, analytical and other precision balances, and other scientific instruments, gauges and measuring instruments of precision of the type used in engineering machine shops and viewing rooms, whether for use in such shops or rooms or not, and component parts of such scientific instruments.

Wireless valves and similar rectifiers and vacuum tubes.

Ignition magnetos and permanent magnets.

Are lamp carbons.

Amorphous carbon electrodes; but not including primary battery carbons or are lamp carbons.

Hosiery latch needles.

Metallic tungsten, ferro-tungsten and manufactured products of metallic tungsten, and compounds (not including ores or minerals) of thorium, cerium, and the other rare earth metals.

Molybdenum, ferro molybdenum and molybdenum compounds, and vanadium, ferro-vanadium and vanadium compounds (but not including ores or minerals of molybdenum or vanadium).

All synthetic organic chemicals (other than synthetic organic dyestuffs, colours, and colouring matters imported for use as such, and organic intermediate products imported for their manufacture), analytical reagents, all other fine chemicals (except sulphate of quinine of vegetable origin) and chemicals manufactured by fermentation processes.

Except in the case of optical glass and optical elements upon which the rate of duty is 50 per cent. *ad valorem*, and arc lamp carbons upon which the rate of duty is 1s. per lb., the rate of duty upon all the goods mentioned above is 33½ per cent. *ad valorem*. The Board of Trade, in exercise of powers conferred upon it by the Act, has issued lists showing in detail the articles which fall under some of the general headings and exempted certain articles from duty. Complete copies of the list of dutiable articles with all amendments can be obtained from H.M. Stationery Office, price one shilling. Provision is also made in the Act for any interested party to challenge the correctness of the inclusion or exclusion of any product in the Board of Trade's List of Articles chargeable with duty. A number of cases were taken before the Referee in the first year of the Act resulting in some important products being struck out of the list.

EXEMPTIONS.—Goods which are shown to the satisfaction of the Customs to have been consigned from and grown, produced or manufactured in the British Empire are exempt from key industry duty. Where an imported article is a compound article of which an article liable to duty is an ingredient or forms part, duty is not chargeable in respect of the compound article if the compound is of such a nature that the article liable to duty has lost its identity. Goods imported merely in transit or for transshipment are allowed to go forward

The C.&D. Commercial Compendium

for exportation under bond without payment of duty. On exportation as merchandise of goods which are proved to have paid duty and not to have been used in this country, a drawback equal to the duty is allowable. The value on which duty is to be charged is defined in the Act as the price which an importer would give for the goods if they were delivered to him, freight and insurance paid, in bond at the port of importation. Customs have adopted the system of accepting invoices as evidence of value for duty purposes, but in the event of disputes arising on this point provision is made in the Act for the matter to be referred to a Referee, whose decision is final. Key industry duty is chargeable only to the extent by which it exceeds any other Customs duty payable. Dutiable goods may be imported by parcel post, but not by other forms of postage except that the importation by sample post of *bona-fide* trade samples of certain dutiable goods is permitted; for example, chemicals liable to duty, other than those falling within the provisions of the Dangerous Drugs Act, 1920, or the Dyestuffs (Importation Regulation) Act, 1920, may be imported by sample post up to a maximum quantity of 8 oz. gross, subject to payment of the usual 33½ per cent. duty and a fee of 6d. for clearance. Packets must comply with the Post Office regulations regarding foreign sample post and must be addressed care of the Officer of Customs and Excise, Mount Pleasant Depot, General Post Office, London, E.C.1, in addition to bearing the full name and address of the consignee. It is also permissible to send by sample post samples of glass ampoules containing serum upon payment of a like duty, provided that the contents have been rendered harmless by the method of preparation and packing. On giving security for the duty payable, commercial travellers are allowed, in certain cases, to bring samples of dutiable goods into the country temporarily. Importers are usually required to produce as evidence of the value of goods liable to duty, the invoice for the goods and the freight notes and other documents showing the charges for freight and insurance.

TREASURY EXEMPTION ORDERS.—Under Section 10 (5) of the Finance Act, 1926, provision was made for exemption from liability to duty of any products included in the Board of Trade's list of articles chargeable with duty which, upon the application of a consumer, were proved to be either "not being made here or where there was no reasonable probability that they would be made here in sufficient quantities to meet normal requirements within a reasonable period." Since the introduction of this amendment H.M. Treasury have from time to time issued a number of Exemption Orders. It should be noted that these Orders do not remove from the dutiable list the products in question, but only exempt them from liability for a stated period, generally twelve months. At the expiration of each exemption period the position is reviewed, and if there is still no production of the product in question the exemption order is renewed for a further period.

DEPRECIATED CURRENCY DUTY.—Part II of the Safeguarding of Industries Act, 1921, did not apply to specific articles, but provided machinery whereby a 33½ per cent. import duty could be imposed upon goods of any kind other than food or drink to protect any British industry that could prove itself to be the victim of "dumping" by foreign manufacturers. This duty was commonly called Depreciated Currency Duty to distinguish it from the Key Industry Duty imposed by Part I of the Act; but its benefit was not confined to cases where the "dumping" of which an industry complained was, in fact, made possible by post-war currency depreciation; it was sufficient if it could be shown that the foreign goods were being sold in this country at prices below their cost of production in the country of manufacture. It was open to any industry that considered itself to be seriously prejudiced by "dumping" to apply to the Board of Trade for a duty upon competitive foreign goods; and if after investigation of the complaint by an independent com-

mittee the Board was satisfied that a case had been made out, an Order was made imposing a Customs duty upon imported goods of the kind in question. Several industries sought the protection of Part II of the Act, some of them successfully, and among the goods thus made dutiable were fabric gloves and glove fabric; domestic and illuminating glassware of certain kinds; aluminium and enamelled holloware; and incandescent gas mantles. All these Orders were made under the "dumping" section. There were no applications under the depreciated currencies section.

RECENT PROCEDURE.—It was provided by the Act that Orders made under Part II should not continue in force longer than August 19, 1924, unless renewed; and the Government in office at that time allowed all the then existing Orders to lapse on that date. However, the Government by which it was succeeded issued on February 3, 1925, a White Paper prescribing fresh safeguarding of industries procedure in substitution for that contained in Part II of the Safeguarding of Industries Act. Under the new scheme, the industry seeking the protection of a tariff had to satisfy the Board of Trade that it was an industry of substantial importance; that the foreign competition of which it complained was exceptional and such as seriously to affect employment in this country; that the competition was unfair by reason of depreciation of currency, subsidies, bounties, or inferior conditions of employment in the competing countries; and that the British industry was being carried on with reasonable efficiency and economy. An inquiry might be refused if the Board of Trade considered that the imposition of a duty on imported goods of the description in question would exert a seriously adverse effect upon employment in any other industry which used those goods in producing others. If the Board of Trade was convinced that the applicants had made out a *prima facie* case, it was referred to a committee for investigation. If the Committee considered that a claim to a duty had been established, it was required to suggest what rate of duty would suffice to countervail the unfair competition of which complaint had been made. If the Government, after considering the Committee's report, decided to protect the industry, a proposal to impose a specific duty upon the foreign goods in question was submitted to Parliament in the form of a Finance Bill. Several industries have applied for protection under the White Paper procedure, and of these eight have been successful in securing the imposition of a duty upon foreign competitive goods, in each case for a period of five years. The following are the goods affected:—

Goods	Duty	Date First Imposed
Lace and embroidery ...	33 per cent.	July 1, 1925
Leather and fabric gloves ...	33 per cent.	Dec. 22, 1925
Incandescent gas mantles ...	6s. per gross	Dec. 22, 1925
Cutlery, including safety and other razors; but not including surgical knives ...	33 per cent.	Dec. 22, 1925
Packing and wrapping paper	16 per cent.	May 1, 1925
Translucent or vitrified pottery of a kind used in connection with the serving of food or drink ...	28s. per cwt.	April 23, 1923
Buttons for domestic purposes ...	33 per cent.	April 19, 1927
Wrought enamelled domestic holloware, of iron or steel	25 per cent.	June 13, 1923

Imported goods consigned from and produced or manufactured in the British Empire are chargeable with duty at the rate of two-thirds of the full rate. There are provisions with regard to travellers' samples, drawbacks and transit goods similar to those that apply in the case of Key Industry Duty. The present Government has stated that it will treat the White Paper as a dead letter; will not put into force the duty upon wool recommended by the last Government, and will not renew any of the existing safeguarding duties at the end of their allotted span, even if they are not removed in the meantime.

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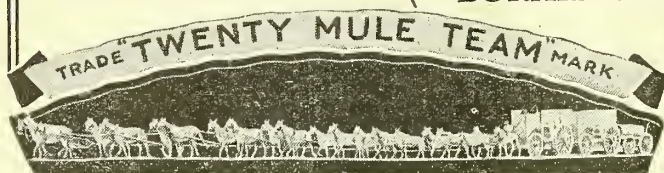
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GUARANTEED IN STRICT ACCORDANCE WITH B.P.'14

ACID PYROPHOSPHATE OF SODA

Quality in all respects equal to Cream of Tartar, especially as regards stability of Baking Powder.

*Please address all communications regarding Tartaric Acid to:***Vereinigte Weinsaeurefabriken G.m.b.H., Wiesbaden, Mainzerstr., 25.**

QUININE

QUINIDINE
CINCHONINE
CINCHONIDINE

Sugar-coated Quinine Tablets and Pills.

and

SALTS

Gelatine-coated Oval Pills.

**BANDOENG
JAVA****BANDOENG QUININE FACTORIES****AMSTERDAM
De Wittenkade 48-50.***Telegrams: "Kininefabriek Bandoeng."**Samples, prices and particulars on application.**Telegrams: "Semadmy Amsterdam."*

Compound Syrup of HypophosphitesTRADE **"FELLOWS"** MARK

Compound Syrup of Hypophosphites "FELLOWS," in addition to being in constant and increasing demand, adds distinction to a chemist's show window.

It is a symbol of progressiveness and reliability.

Tablets Laxative "FELLOWS"

"The Tablet With a Pedigree"

IN TWO SIZES, NAMELY.

LARGE BOTTLES
(Containing 100 Tablets)

SMALL BOTTLES
(Containing 40 Tablets)

Fellows Medical Manufacturing Co., Inc.
26 Christopher Street New York City, N. Y.

LABORATORIES:

Mexico City, Mexico; Montreal, Canada; Paris, France; Milan, Italy;
Barcelona, Spain; Berlin, Germany.

Our Objectives

DOSAGE **D**ISINTEGRATION **D**ISPATCH

We are specialists in

PILLS TABLETS LOZENGES

Private Formulæ. P.F. & P.J.F. Formulæ

Customers' own Ingredients made up

Trade Work Executed

THE WESTBOURNE PROPRIETARIES

Manufacturing Chemists, 28, All Saints' Rd.

Westbourne Park, W.11

IF IT'S . . .

TABLETS

Send us your enquiries for all lines

BULK AND PACKED

Superior Products, Artistic Pack—PRICES RIGHT

*We specialise in compressing Customer's
own Powders to Private Formulas . .*

Strict Secrecy Guaranteed

BUCKLEY-BOWKER TABLET CO., LTD.

29, PARKFIELD STREET, LONDON, N.1.



'Petrolagar'

(Regd. Trade Mark)

FREE OFFER.—You may have one 8-oz. bottle free with one dozen 8-oz. size, any assortment, or one 16-oz. bottle free with one dozen 16-oz. size, any assortment (not a mixed dozen of large and small).

*Obtain the best terms by ordering 'Petrolagar'
Brand Emulsion in dozen lots from your wholesaler.*

PETROLAGAR LABORATORIES LTD., BRAYDON ROAD, LONDON, N.

'Phone: CLISSOLD 7572.

WHOLESALE ONLY

TECHNICAL
PHARMACEUTICAL PHOTOGRAPHIC

CHEMICALS

ADRENALIN
SAFFRON
PANCREATIN

ESSENTIAL OILS
GELATINES

SPECIAL
MEDICAL PREPARATIONS

Angiolymphe (Dr. Rous)	Idozan (5% Fe)	Papain (Dega Brand)
Asthmolysin (Dr. Weiss)	Incitamin	Pebeco (Beiersdorf)
Bilival (Ingelheim)	Kathiolan (Marcussen)	Pericholan (Ingelheim)
Cadechol (Ingelheim)	Lobelin (Ingelheim)	Posterisan
Camphogen (Ingelheim)	Lysol (Dega Brand)	Subitol
Chinosol (Original)	Necaron (Ingelheim)	Subitine
Devatol-A	Pagenstecher's Eye Lotion	Terpichin
		Zedeno

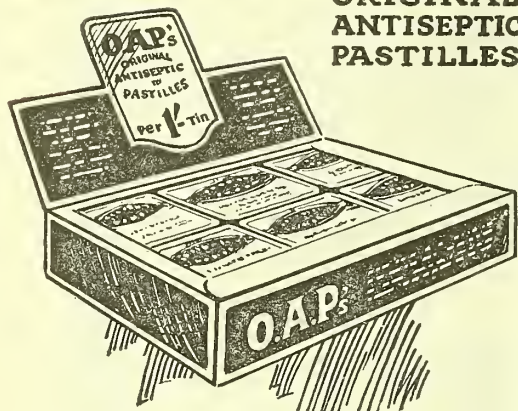
CHAS. ZIMMERMANN
& CO. (CHEMICALS), LTD.

9-10 St. Mary-at-Hill
LONDON, E.C.3

Telephone : - - Royal 1866 (4 lines).

OAP's

**ORIGINAL
ANTISEPTIC
PASTILLES**



As prepared by Wm. ALFRED JONES, late
Joint Proprietor of the Liverpool Throat
Hospital.

A Profitable Winter Line

3/4 per lb. in 1 lb. and 4 lb. tins (to
retail at 5d. per oz.—6/8 per lb.).

7/6 per dozen 1/- tins.

10% discount on window display orders
of 14 lbs. and 3 doz. 1/- tins.

Monthly dis. 5%.

Carr. paid on 25/- orders.

Display outers, Showcards, Counter
leaflets, etc., free.

Send a trial order to

**Sole Distributing Agents,
Wm. Alfred Jones Limited,
West India House, Liverpool.**



Wholesale Depots:

London: J. & A. Nunn,
106 Selwyn Avenue, E.4.

Bradford: Brook, Parker
& Co., Ltd.

Birmingham: A. S. Price
& Co., Ltd., Blackheath.

Bath: Steele &
Marsh, Milsom
Street.

16 Envelopes | Sample Tins
(parchment) | supplied for free
free with each | distribution
lb. ordered, | amongst your
customers.



*More and
more
everyday!*

Snowfire Cream is fast becoming the popular
favourite. Chemists all over the country
are sending in more and more orders every
day. Women in their thousands are finding
in this fragrant non-greasy cream a real
skin beautifier. Recommend Snowfire and
secure quick sales and a rapid turnover.

Snowfire CREAM



In handsome Opal jars and neat Aluminium
Containers retailing at 1/3 and 3d. respectively.

**F. W. Hampshire & Co. (1927) Ltd.,
Sunnydale Works, DERBY.**

Agents—India:
Messrs. Siqueira & Son,
121 Fort St., Fort, Bombay.
Australia:
Messrs. Salmon & Spraggon,
(Australia) Ltd.
218 Kent St., Sydney, N.S.W.

Dr. BENGUE'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUE'S ETHYL CHLORIDE.

**Dr. BENGUE'S DRAGEES.—EUPURGO.
PULMO (BAILLY).—FORXOL.—OPOBYL.
ANESTILE.—NARCOTILE.—HEMOSTYL.
LIPIODOL.—MUTHANOL.—ARHEMAPECTYL.
ENTERO ANTIGENS.—STAPHYLOTHANOL.
NEOPANCARPINE. RICARD'S CACHETS.**

**BENGUE & CO., LTD., MFG. CHEMISTS,
24 FITZROY STREET, LONDON, W.1.**

Iglodine

THE SAFE AND PURE ANTISEPTIC,

And its Kindred Preparations, are Dependable,
Quick-selling and Profitable to the Chemist.

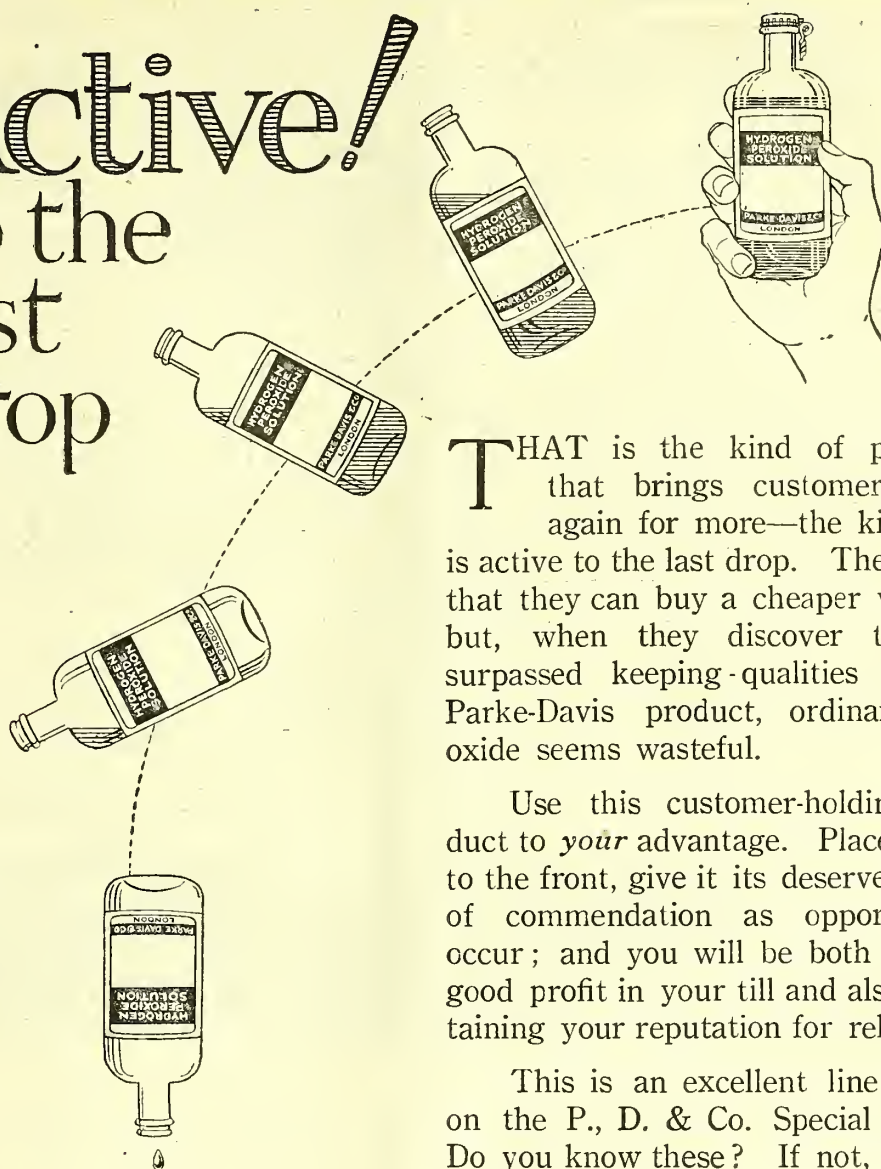
THEY SATISFY BUYERS AND BRING REPEAT ORDERS!
IGLODINE, the Ideal Home Healer, is Highly Recommended
by the Medical Faculty, and Retailers at 10d., 1/6 and 3/- per
Bottle. **IGLODINE** Specialities include—**EMBRICATION,
TOILET SOAP, OINTMENT, CREAM, THROAT TABLETS,
SUPPOSITORIES, SHAVING STICK, PASTILLES, NASAL
DOUCHE, SALICYLATED: Also FIRST-AID OUTFITS.**

P.A.T.A. Photo-Litho Showcards. Window Display Scheme.
Particulars and Prices from

THE IGLODINE Co., Ltd., NEWCASTLE-ON-TYNE.

Active!

to the
last
drop



THAT is the kind of peroxide that brings customers back again for more—the kind that is active to the last drop. They know that they can buy a cheaper variety; but, when they discover the unsurpassed keeping-qualities of the Parke-Davis product, ordinary peroxide seems wasteful.

Use this customer-holding product to *your* advantage. Place it well to the front, give it its deserved word of commendation as opportunities occur; and you will be both putting good profit in your till and also maintaining your reputation for reliability.

This is an excellent line to buy on the P., D. & Co. Special Terms. Do you know these? If not, may we send particulars?

Hydrogen Peroxide SOLUTION

(*Parke, Davis & Co.*)

	M.R.P. each.	M.W.P. per doz. net.
4 oz.	1s. 6d.	12s. 2d.
8 oz.	2s. 6d.	20s. 6d.
16 oz.	4s. 6d.	39s. 3d.

PARKE, DAVIS & CO., 50 BEAK ST., LONDON, W.1



Blackwell, Hayes & Co.
LIMITED

For 50 YEARS

Specialists in

FLAVOURS

*Fruit Essences and
Harmless Colours*

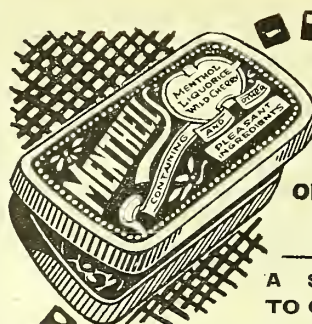
Bulk or Packed

ALL PRODUCTS GUARANTEED TO
CONFORM TO THE FOOD & DRUGS ACT

**MOOR STREET & ALBERT STREET
BIRMINGHAM**

Phone : Central 1267.

Wires : "Blackwclaze, B'ham."



SALE
or **RETURN**

**A SPECIAL OFFER
TO CHEMISTS ONLY**

If you have not previously stocked "Menthells"
—here is a special introductory offer for you :

3 doz. tins carriage paid on sale or
return. You pay for what you
have sold at the end of January.

Try this offer—display on your counter in the
attractive outer and see how soon they sell.

MENTHELLS

have a national reputation—constantly increasing
sales during the last 25 years prove their merit.
Retail 4½d. Cost 2/9 dozen. A bonus of 1 dozen
on all orders for gross lots.

Send a p.c. now to

BLYTON, ASTLEY & CO., Ltd.
Eagle Laboratories, Lower Broughton, Manchester

ESTABLISHED 1772
HENRY'S CALCINED MAGNESIA

Continues to be prepared with scrupulous care, in the greatest chemical purity, by

Messrs. **THOMAS & WILLIAM HENRY**, 11, East Street, St. Peter's, Manchester.

And is sold in Bottles, authenticated by a stamp bearing their name
New York: Messrs. SCHIEFFELIN & CO., William Street.

PRICE 2s 9d

Trade Mark, "Henry's Calcined Magnesia."
Paris: Messrs. ROBERTS & CO., 5, Rue de la Paix.

BESORBON

(Dr. Hill's Formula)

MEDICINAL SNUFF. ABSOLUTELY THE
FINEST REMEDY FOR CATARRH & COLD
IN THE HEAD.

Richard Dickeson & Co.

(Incorporated with Reynolds, Sons & Co., Ltd.)

57-59 CHARTERHOUSE STREET, LONDON, E.C.1.

NIGROIDS for the Throat and Voice

Registered Trade Mark.

Sold in tins 4½d. and 1/6 each.

WHOLESALE TERMS ON APPLICATION

Sole Makers : **FERRIS & CO. LIMITED, BRISTOL**

FREEMAN'S Chlorodyne

The ORIGINAL and BEST. Extensively used throughout
the world since 1844.

Best for the Public—Best for YOU—all-ways.
DOES NOT REQUIRE CUSTOMER'S SIGNATURE.

Cable Address : "Chlorodyne, London."



'Vitality Pips'

A wonderfully efficient Tonic. Especially prescribed.

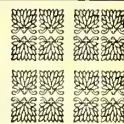
P.A.T.A. Retail Prices 1/3 and 3/-

YOUR PROFIT 33 1/3% ON COST.

A Packet on the counter is a real money magnet.



ALFRED BISHOP LTD.



MEDICINAL VARALETTES

None of these Varalettes contain sugar.

	P.A.T.A. Retail	Per Doz.
LITHIA BITARTRATE, CARBONATE, CITRATE.	3/-	29/-
LITHIO-PIPERAZINE - - - -	2/9	27/-
LITHIA AND POTASH CITRATES - -	2/-	18/-
PIPERAZINE CITRATE 3 gr. and 6 gr. 3/3 & 5/9	29/8 & 50/-	
POTASH CITRATE - - - -	2/-	18/-

GOUT VARALETTES

IN VIALS P.A.T.A. Retail 1/6 Per Dozen 14/6

IN BOTTLES containing 36 Varalettes P.A.T.A. Ret. 3/- Per Doz. 29/-

IN BOTTLES containing 90 Varalettes „ „ 7/- „ 66/-

MINERAL WATER VARALETTES

None of these Varalettes contain sugar.

AIX-LES-BAINS, CARLSBAD, CONTREXEVILLE, FRIEDRICHSHALL,
FACHINGEN, HOMBURG, KISSINGEN, KREUZNACH, MARIENBAD,
ROYAT, SAINT GALMIER, SELTZER, SODA BICARB., VICHY, VICHY
AND LITHIA, WIESBADEN.

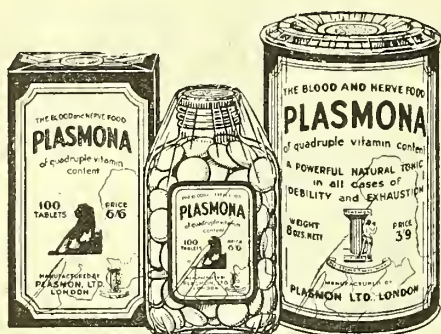
P.A.T.A. Retail 1s. 9d. per Bottle of 50 16/- per Doz.

„ 3s. 9d. „ „ 150 33/- „

New size Kissingen and Vichy Varalettes for overfatness 25 days' treatment in one carton. Retail P.A.T.A. 7/6, per doz. 66/-.

ALFRED BISHOP Ltd.

48 Spelman Street, Mile End New Town .
LONDON, E.1.



PLASMONA

THE BLOOD
AND
NERVE FOOD

is now available

		P.A.T.A.	Per doz.
Tablets, 50	....	3/6	31/6
„ 100	....	6/6	58/6
Powder, 4-oz.	....	2/-	18/-
„ 8-oz.	....	3/9	33/9

Less 2½% on monthly accounts, on orders of not less than 1 dozen.

PLASMON Ltd.

66a, Farringdon Street, London, E.C.4.

IN TABLET FORM

as well as in
Powder Form.

Both forms will in future be most intensively advertised.

BIG ADVERTISING!
BIGGEST

BIGGER SALES!!
PROFITS!!!

IRVING'S Yeast-Vite TONIC TABLETS

OUR NATION-WIDE ADVERTISING is creating an unprecedented demand.

A well-known Manchester Chemist, when sending us a large order recently, writes as follows:—

“Might I mention at the same time that it is a pleasure to sell a line like yours which bears such a good profit and sells so freely.”

LOOK at the profit on a Special 14 day Window Show Parcel. Sent Carriage Paid together with BONUS and FREE Display Material.

	COST.	SELLS.	PARCEL (P.A.T.A.)
6 doz. 1/3 size @ 12/- ..	£3 12 0	£4 10 0	} £5 46% PROFIT ON COST 30 days CREDIT
1 „ 3/- „ @ 28/10 ..	1 8 10	1 16 0	
	£5 0 10	£6 6 0	
BONUS 12 only 1/3 ..	free	15 0	
2 „ 3/- ..	free	6 0	
30 days NETT ..	£5 0 10	£7 7 0	PROFIT £2 6 2.

LATEST SHOW MATERIAL to link up with our huge Advertising sent FREE and POST FREE. State whether required for Small, Medium or Large Display.

IMPORTANT.—Our new Factory is in full swing, but we are taxed to the utmost in meeting all demands. Order NOW to avoid losing sales.

IRVING'S YEAST-VITE, LTD., WATFORD, HERTS.

Telephone:—WATFORD 1475 & 806 (5 lines).

Telegrams: YEAST-VITE, WATFORD, HERTS.

Two more London Chemists testify to remarkable increasing demand for 'ASPRO'



SALES DOUBLED with Current Window Display

T. M. BLACK, DISPENSING CHEMIST,
160 Franciscan Road., Tooting, S.W.17

To 'ASPRO' Limited, Trading Estate, SLOUGH, Bucks.

Dear Sirs,—Just a line to let you know how pleased I am with the 'ASPRO' window show you sent me. The result since putting it in has been very marked—my sales have been more than doubled and the increase has been most marked in the 25's size.

There is no doubt in my mind that the policy of the chemist is to devote his window display to lines which are heavily advertised as yours is. It keeps a constant stream of purchasers coming into the shop which can be turned to good account for other lines stocked by us chemists.

Wishing you every success,

Yours faithfully,

THOMAS M. BLACK.

BONUS ON 10's.

One Gross Order - Bonus 1 dozen packets.
Half Gross Order - Bonus $\frac{1}{2}$ dozen packets.
Half gross 10's is minimum order accepted for Bonus purposes.

NO BONUS ON 5's OR 60's.

CONDITIONS.—The conditions are, that upon receipt of each bonus the chemist undertakes to show 'ASPRO' Display matter in his shop window for 14 days, and to sell at advertised prices. Acceptance of bonus is considered as acceptance of these conditions. To qualify for the bonus it is not necessary for the chemist to buy both sizes at the same time but single lots may be ordered, viz., 6 doz. 10's or 3 doz. 25's.

SOLD IN 3d., 6d., $\frac{1}{3}$ and $\frac{2}{6}$ sizes with corresponding Wholesale prices of 2/3, 4/6, 11/6 and 21/- per dozen subject to $2\frac{1}{2}\%$ discount 30 days.

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science and its claims are based on its superiority.



Agents: GOLLIN & Co. Pty. Ltd. ('ASPRO' Dept.), Slough, Bucks.

No proprietary right is claimed in the method of manufacture or the formula.

'Phone: SLOUGH 608

MARBLE ARCH PHARMACY
Proprietors: HYGIENIC STORES, LTD.
ENGLISH & FOREIGN CHEMISTS,
24 EDGWARE ROAD, W.2
Telephone: PADDINGTON 7699.

27th April, 1929.

Dear Sirs,—Permit me to take this opportunity of telling you how satisfied I am with 'ASPRO' sales. I recommend it extensively to all my customers, as indeed do all my four assistants and we have yet to find a dissatisfied customer, or a case in which the desired relief from pain has not been obtained.

Our close proximity to Hyde Park has brought us experience that has taught us that 'ASPRO' is very well recommended for headaches caused by sun-glare, and for the normal day-trippers headache. In fact we confidently recommend 'ASPRO' in all those cases where the use of aspirin is indicated, and particularly in those cases where ordinary aspirin is not well tolerated.

Faithfully yours,

THE MARBLE ARCH PHARMACY.

'Aspro' Bonus System for Chemists gives Extra 17% Profit

Send for special window display and buy 'ASPRO' on exclusive bonus terms for chemists. Order through your Wholesaler. The bonus works out as follows:—

BONUS ON 25's.

One Gross Order - Bonus 2 dozen packets.
Half Gross Order - Bonus 1 dozen packets.
Quarter Gross Order - Bonus $\frac{1}{2}$ dozen packets.
Quarter gross is minimum quantity.

PURE MALT EXTRACT

with *FINEST*

NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallize.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

THE BRITISH DIAMALT COMPANY
SAWBRIDGEWORTH - - HERTS.



Saint-Raphael

**Tonic, Restorative,
Digestive Wine.**

Known throughout the World,
and prescribed in all cases of
**ANÆMIA, DEBILITY, and
CONVALESCENCE, to Young
Women, Children and the Aged.**

DOSE: One wine-glass after the
two principal meals.

Recommended by—
PROF. BOUCHARDAT, Professor of
Hygiene, Paris Faculty of Medicine.
DR. MACNAUGHTON JONES, London,
England.

"For more than thirty years St. Raphaël Wine has been
exclusively prescribed, with success, in the Paris hospitals
as a pure tonic, by eminent physicians, such as Magendie
Ros on Chomel, Velpeau, Requin, Monneret, Trousseau,
Grisolle, Laennec, &c."—*Union Medicale*, May 8 and
June 12, 1873.

"The 'Vin de St. Raphaël' is often used for ladies
nursing their own children; it is preferable to stout, which
creates an unhealthy fat."—*The Lancet*, London, England.

"St. Raphaël Wine is most precious in all cases where
it is necessary to give tone to the system, without effort
or shock."—DR. C. DES BARRES.

Cie du VIN SAINT RAPHAEL, Valence, Drome,
FRANCE.

**To be obtained from all
Wholesale Druggists.**

LOSALL'S SALT

SELLS FREELY AND READILY.

PAYS 50% ON OUTLAY.

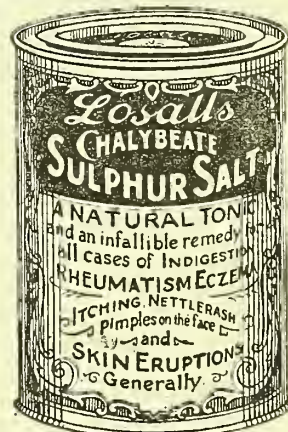
An infallible remedy for

**Gout
Rheumatism
Eczema & Skin
Affections**

P.A.T.A. doz. net
4 oz. tins 1/-, 8/-
8 oz. „ 1/9, 14/-
Bottles 2/-, 16/-

Attractive advertising
matter supplied on
application.

SOLD EVERYWHERE.



Manufactured by
LOFTHOUSE & SALTMER, Ltd.
HULL.

How are your stocks of **LACTOPEPTINE** the positive remedy for **INDIGESTION ?**

*Contains pure Pepsin, Pancreatin, Diastase,
Lactic Acid and all other natural Digestives.*

In Pepsin, Pancreatin, Diastase, Lactic Acid and the other Lactopeptine constituents Medical Science has identified the ingredients which do the work of natural digestion in the human body. All these natural digestives are contained in Lactopeptine, and all in their exact proportions. The action of Lactopeptine is *positive*. It assists the impaired digestion in its work, immediately relieving such distressing symptoms as Heartburn, Fulness after meals, Nausea, Flatulency, Hyper-acidity, Headaches, chest tightness, palpitations, etc.

THE MEDICAL PRESS SUBSTANTIATE OUR CLAIMS. *No other remedy for indigestion has had such wholehearted support from the leading Medical Journals as Lactopeptine. They recognise its positive value. This important distinction between Lactopeptine and other remedies should be clearly understood. Lactopeptine relieves by active participation in the natural process of Digestion.*

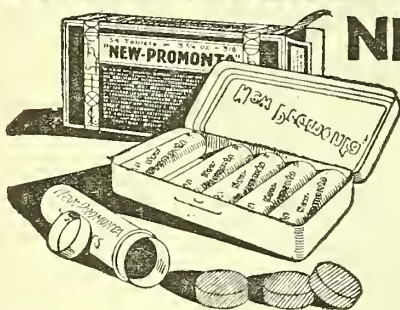
LACTOPEPTINE is backed up by a big and continuous advertising campaign, and every chemist should hold adequate supplies to meet the demand.

LACTOPEPTINE is put up in three sizes, 1s. 3d., 3s. 0d., and 12s. 0d., and can be obtained in the form of Tablets, Powder, or Elixir.

Orders may be placed through the wholesaler or sent direct to :—

BEECHAM-VENO LABORATORIES
OLD TRAFFORD, MANCHESTER.

A VALUABLE TONIC FOOD FOR NERVES & BRAIN



In TABLET form "NEW-PROMONTA" is packed in flat boxes each containing 54 tablets. An aluminium tube, which holds a day's supply and can be carried easily in the pocket, is included in every box—a feature of great convenience to travellers and those professionally engaged.

In POWDER form "NEW-PROMONTA" is packed in handy sealed boxes of two sizes containing $\frac{1}{2}$ lb. and $\frac{1}{4}$ lb. respectively.

AN ORGANIC FOOD preparation, containing the *Lipoids* of the substance of the central nervous system and the *Vitamins*, A, B, D and E, combined with Lime, Iron, soluble Lacto-Albumines, Hæmoglobin and Carbo-Hydrates.

A perfectly pure natural Tonic food prepared scientifically under the supervision of experts. An unequalled Reconstituent for both Children and Adults in all cases of weakness or the after-effects of illness.

Obtainable from the Principal Wholesale Chemists and Sundries Houses.

PRICES (P.A.T.A.) for Great Britain and Ireland: POWDER, Boxes of $\frac{1}{2}$ lb. net, 3/- Boxes of $\frac{1}{4}$ lb. net, 5/6. TABLETS, Boxes of 54, 3/6.

Special Packing for Export. Prices on application.

NEW-PROMONTA

A SCIENTIFIC FOOD FOR THE NERVOUS SYSTEM

PROMONTA COMPANY, LIMITED, Westmorland House, 127/131 Regent St., London, W.1

Telephone: Regent 7950.

Telegrams: Nupromonta, Piccy, London.

"NEW-PROMONTA" is prescribed and recommended by the Medical Profession.

"NEW-PROMONTA" is used in Hospitals and University Clinics.

"NEW-PROMONTA" gives tone and power to the Nervous System and the Brain.

"NEW-PROMONTA" increases the Appetite and aids Digestion.

"NEW-PROMONTA" enriches the Blood.

"NEW-PROMONTA" gives an increased vitality.

"NEW-PROMONTA" is extremely palatable to persons of all ages.

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

"YEAST FOR VITAMIN B."

Yeast specially prepared for medicinal purposes.

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
WARREN WORKS, PUDSEY, LEEDS.

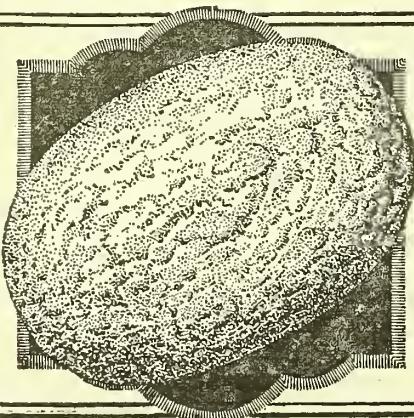
OLIVE OIL

Producers—CHAFFARD & COUDERC,
MARSEILLES (France).

Sole distributors for Australia:

WILLMOTT, PRISK & CO., LTD.

ADELAIDE: 134 Grenfell Street; SYDNEY: 379 Kent Street;
MELBOURNE: 37 Swanton Street.



Two thirds
actual size

Bath Rusks

Unsolicited testimonials daily for Carr's famous Bath Rusks which are ideal for babies and young children. Scores of letters from grateful mothers. Recommended everywhere.

Made only by

CARR'S of Carlisle

The Oldest House in the Trade

**The
Antacid
Digestant**

'BiSoDoL'
(REGD. TRADE MARK) **is now
made in
London**

Terms of your Wholesaler or direct to:
BiSoDoL Limited
12 Chenies St., London, W.C.1.

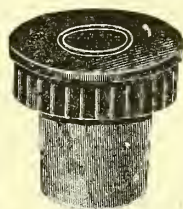
WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



R.V. WAGNER

33, Brooke St., London, E.C.1.
Tel. No. Holborn 5090

STOPPERS



200 Varieties
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



T. WEBSTER & Co., Ltd. Telephone: Mountview 0952
Diamine House, Middle Lane, Hornsey, LONDON, N.8

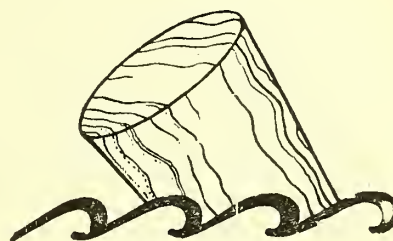
**BRITISH MADE
Dry Bottle Caps
"ADAPTOCAPS"**

*Superfine, Self-Sealing and Distinctive.
All Colours and Sizes.*

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EVERY Armstrong Cork is properly graded under a definite name.

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Have you ever thought and realised the number of customers you gain by using good quality printing?

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Have you seen our new Senna Pod Carton? You can pack this selling line yourselves and increase your profits.

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HIGHEST VISCOSITY.

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to remain bright at 0°C**B.P. WHITE & YELLOW
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WELL-KNOWN BRANDS
OF CERESINE WAXES.**CERESINE WAX****WHITE BLEACHED CARNAUBA WAX** VARIOUS GRADES
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OZOKERITE WAX ALL GRADES**POTH, HILLE & CO., LTD.,****6 Lloyd's Avenue, London, E.C.3.**Works at
Stratford, E.**VACUUM FLASKS**We have now opened a factory for the above in Thuringia and are
able to produce 250,000 per annum. Anyone who can order at least
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White, Yellow, Amber,
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TO-NIGHT MANY DEALERS WILL LIE AWAKE OVER THIS STATEMENT

Thousands of pounds are lost by dealers not familiar with these mathematical facts:

Never reckon your profit on the SALE price of any article. Such method of figuring is UN-SOUND both commercially and mathematically—a

Per cent.		Per cent.
10	profit on the cost price is only	9 $\frac{1}{11}$ on the selling price
12 $\frac{1}{2}$	" " "	11 $\frac{1}{9}$ " "
16 $\frac{2}{3}$	" " "	14 $\frac{2}{7}$ " "
20	" " "	16 $\frac{2}{3}$ " "
25	" " "	20 " "
33 $\frac{1}{3}$	" " "	25 " "
50	" " "	33 $\frac{1}{3}$ " "
100	" " "	50 " "

Always take your profit on the *price you pay* for the goods. Never *calculate* from the price you charge the customer. The growth of the best retail establishments can be traced to *proper* profit taking—and one other thing, SERVICE TO THE CUSTOMER.

In connection with selling Kotex—the word service does not mean that shop assistants shall be instructed to use their best salesmanship to sell a packet to every woman customer. On the contrary—we suggest that all conversation in connection with a woman's purchase of Kotex be eliminated.

Women like to give the impression that the purchase of Kotex is "casual." They prefer to serve themselves and nonchalantly hand you the 2/- or 1/- according to the size of the package taken.

Please allow your women and girl customers to help themselves to Kotex DIRECTLY FROM THE COUNTER. Wrap up a few packets and put them in the Kotex Metal Counter Stand with a price ticket in front.

We have made a very attractive show card especially suitable for permanent display in your window. We urge you to make use of this valuable selling help at once. As time goes on, you will be delighted to see the increased number of women and girls who patronise your business—not only because of Kotex, but because *through thoughtful service you have won their confidence.*

IMPORTANT

The usual large and striking KOTEX advertisements will appear in the following Daily, Weekly or Monthly publications:

Daily Mirror, Daily Sketch, Home Notes, Woman's Friend, Woman's Life, Woman's Companion, Woman's Way, Film Weekly, Home Chat, Woman's World, Home Companion, Woman's Weekly, Modern, Picture Show, Weldon's, Modern Woman, Modern Home, Woman & Home, Fashions for All, Home Fashions, Mab's Fashions, My Home.

N.B.—If you would like us to send you useful mathematical tables occasionally—and in the above form—will you please write us?

KOTEX, LTD., 78 Salusbury Road, London, N.W.6

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RELIABLE

ELASTIC HOSIERY
BODY BELTS
TRUSSES
SUNDRIES

WRITE FOR CATALOGUE

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RUSSELL STREET
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REDUCED PRICES

De Luxe
ART. SILK BANDAGES

Crêpsyl (WOVEN CRÊPE)
Dainty and ideal for understocking wear.

BANDAGES—widths 2in. to 4in. 1/8 to 3/4 ea.
BINDER—widths 4in. to 15in. 3/4 to 12/6 ea.

Beware of imitations and copies.

There is only one Crêpsyl Bandage, and only one Silwick. Passing off is illegal.

Silwick (WOVEN STOCKINETTE)
PRICES REMAIN THE SAME.

ALL BINDERS REINFORCED TO PREVENT SAGGING. SAMPLE CUTTINGS FROM MAKERS.

H. W. LAKE LTD.
6 & 7 C.D. Redcross Street
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Best sellers

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-
GUARANTEED TO STAY ACCURATE
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CATALOGUE THAT MAKES

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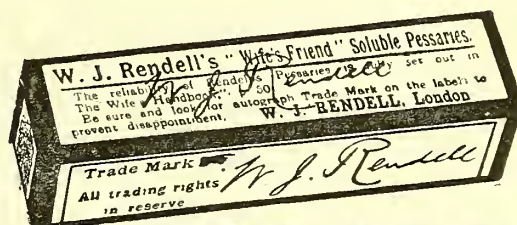
RENDELLISMS

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**over
Chemists'
counters**

Serious-minded men and women who want a box of Rendell's—and their number is increasing daily—walk boldly into the nearest Chemist's where they are certain supplies can be obtained.



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SOLUBLE QUININE PESSARIES

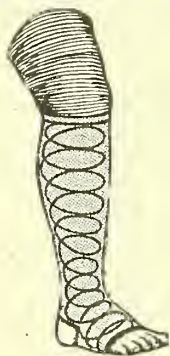
Dignified display matter and interesting literature supplied free on application. Chemists everywhere find them unrivalled for making new customers—permanent, profitable ones. You can get Rendell's from your wholesaler to retail at 2/6 (P.A.T.A.) per box. Remember the public will not accept substitutes.

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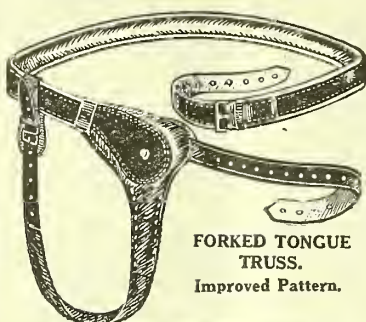
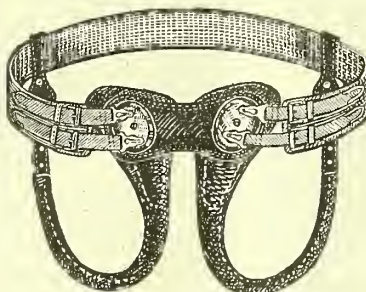
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**SURGICAL
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Seamed and Seamless

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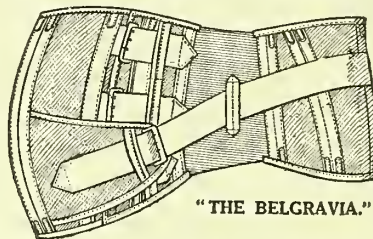
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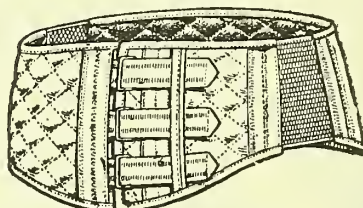
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"THE BELGRAVIA."



"THE LUMBAGO."

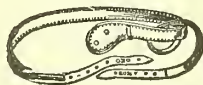
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Specialities :

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They are only supplied through chemists and druggists

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Price List on Application.

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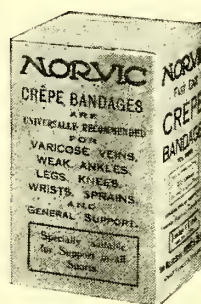
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Display NORVIC

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CRÊPE BANDAGE in the Blue Carton

One or two placed in window or on
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sales and enable you to buy on the
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	Cost	Sell
2"	12/-	1/6
2½"	15/3	1/11
3"	18/3	2/3
3½"	21/3	2/8
4"	24/3	3/-
3 doz.	2½%	
6 doz.	5%	

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**ROBINSON'S of
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for
**CARDBOARD
BOXES**
ROUND • OVAL • SQUARE • FOLDING
ROBINSON & SONS LTD.
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SALES-MAKING CARTONS

Goods well packed are half sold, and easier selling means more sales. Your own preparations attractively packed will sell considerably better.

Send for samples and prices.

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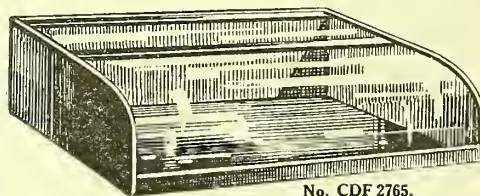
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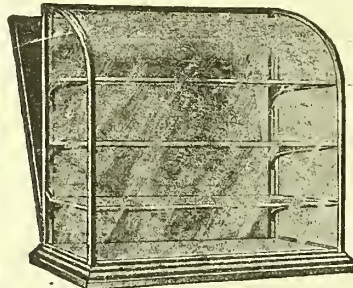
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HIGH HOLBORN
LONDON, W.C.1**

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No. CDF 2765.

Useful Glass Showcase, 17" wide x 6" high x 18" back to front, Drop Flap at back, fitted Felt Lined Tray inside, Wood Ends, Oak or Mahogany Frame. **Each 32/6**



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Upright Counter Showcase, size 15½" high x 17" wide x 7" deep, Glass Front and Ends, Interior fitted 3 Glass Shelves, Drop Back, Oak or Mahogany Frame.

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Oak frame will be sent unless otherwise specified.

Send for our 176 page list No. C.D. 1115.

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451 HOLLOWAY ROAD, LONDON, N.7.
City Showrooms - - 65/66 FORE STREET, E.C.

PHOSFERINE

New Window Display Conditions

Monthly Account.

Carriage Paid.

For a small Central Window Display of not less than 14 days and an order for £5 worth of Phosferine we allow a bonus of 10/6, on a £2 10 0 order 5/3.

This shows a net profit on the transaction to the Chemist of 35% besides attracting the passer-by to the window and considerably augmenting sales generally.

The above conditions apply only to the United Kingdom.

EXAMPLE.

		COST	SELLS FOR
3½ dozen 1/3 size at 12/- net	...	£2 2 0	£2 12 6
2 „ 3/- „ at 30/- „	...	3 0 0	3 12 0
		5 2 0	
Less 10/6 for Window Show	...	10 6	
		£4 11 6	£6 4 6

Showing a Net Profit of £1 13 0 on an outlay of £4 11 6.
Window Display Material Free and Carriage Paid.

WHOLESALE PRICES OF PHOSFERINE.

Carriage Paid.

Monthly Account.

1/3 size	...	12/- per doz. net.
3/- „	...	30/- „ „
5/- „	...	48/6 „ „
12/- „	...	114/- „ „

PROTECTED PRICES.

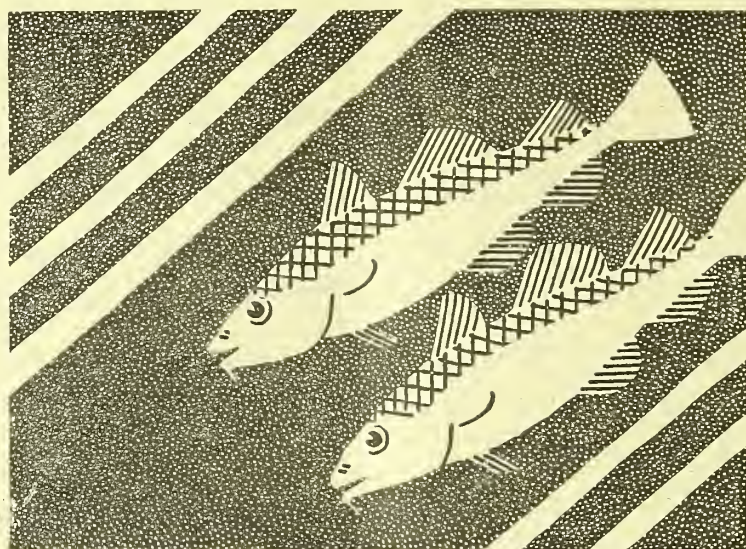
Phosferine and all of our Proprietary Medicines are supplied on the condition that they are not retailed in the United Kingdom under the following prices—viz., 1/3, 3/-, 5/-, and 12/-.

PHOSFERINE (ASHTON & PARSONS) Ltd., Ludgate Hill, LONDON, E.C.4.

Telephone No: CITY 8733.

Telegraphic Address: "PHOSFERINE, CENT, LONDON."

IMPORTANT.—Every care is used in corking and packing Phosferine, but occasionally a leaky bottle will pass undetected. Any leaky or faulty bottle should be returned to PHOSFERINE (Ashton & Parsons), Ltd., Ludgate Hill, London, E.C.4, when a fresh supply will be sent and postage refunded.



The Cod's Annual Holiday

Cod Liver Oil is the liquid liver-fat of the large sea cod (*Gadus morrhua*, Linn.) a deep-water fish whose home is in the North Atlantic and the adjoining Arctic Ocean.

Every year at a regular time, commencing in January, huge quantities of cod pay a visit to the West Coast of Norway where they remain for some months. We know that these trips have been made to the same place, and at the same time, for at least a thousand years, because the old Norse Sagas as early as 930 A. D. speak of cod-fishing off the coast of Norway.

If you want to know more about Norwegian Cod Liver Oil and its health-giving properties, send a postcard to the address below for a copy of the booklet "On the Effects and Medicinal Use of Cod Liver Oil", which will be sent gratis and post free.



NORWEGIAN COD LIVER OIL

National Committee for Promoting the Consumption of Norwegian Cod Liver Oil, Bergen, Norway.

FABRIIUS, OSLO

THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.
LONDON E.C. 4

SEPTEMBER 21, 1929

This Supplement is inserted in every copy of The Chemist & Druggist.

CHEMISTS' TRANSFERS.

Messrs. Orridge & Co., 56 Ludgate Hill, E.C.

Telephone No.: CITY 2283.

May be consulted at their Offices on matters of Sale, Purchase and Valuation

1.—CITY BUSINESS.—General Retail and Dispensing Business, with Photographic; returns approach £5,000 per annum; stock and fixtures worth approximately £2,000; main road position; held on lease; price £2,500.

2.—ILFORD (Near).—General Retail and Dispensing Business, with Photographic and N.H.I. Dispensing; returns last year approximately £2,250; good profits; shop well fitted and stocked; whole of rent covered by sub-let; long lease; price £1,450.

3.—SOUTH KENSINGTON.—High-class Retail and Dispensing Business, with Kodak Agency; returns last year £3,750 approximately; single-fronted shop, well fitted and fully stocked; rent £220; held on lease; price £2,750, or valuation terms entertained.

4.—LONDON, W.C.—General Retail and Dispensing Business, with Kodak Agency; returns present rate are in the neighbourhood of £100 weekly; rent £200; lease has 19 years unexpired; attractive shop, well fitted and amply stocked; price £1,000, plus stock and fixtures at valuation.

5.—LONDON, W. (Suburban).—General Retail and Dispensing Business, with Kodak Agency; established 25 years; returns approximately £1,900 per annum; double-fronted shop, well fitted and stocked; rent £60 per annum; let off £65; price £1,150, or £450 plus valuation of stock and fixtures.

6.—GOLDERS GREEN (Near).—General Retail and Dispensing Business, with Kodak Agency; returns will exceed £2,500 this year; gross profit 40 per cent.; very good living accommodation; rent £250; long lease; price to be arranged; part payment entertained.

7.—STAMFORD HILL.—General Retail and Dispensing Business; Kodak Agency; established many years; returns £1,600 per annum; gross profit 35 per cent.; double-fronted shop, well fitted and stocked; seven-roomed house with small garden; rent £125 per annum; price to be arranged.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the Value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

8.—HOME COUNTY.—Good-class Retail and Dispensing Business; returns last year £5,452; net profit over £1,300; estimated value of stock and fixtures £2,750; new lease; rent £350; price £2,750, plus stock at valuation.

9.—SUSSEX.—General Retail and Prescribing Business, with Photographic; returns £1,700 per annum; good profits; double-fronted shop; large house; net rental £90 per annum; long lease; price £1,100.

10.—ESSEX.—Country Retail and Dispensing Business; returns £1,200 per annum; net profit £309; no near opposition; very nice house and garden; property can be purchased for £900 or leased at £52 per annum; price for business alone £700; vendor retiring.

11.—SALOP.—General Retail and Dispensing Business; established many years; returns last year £3,250; net profit £675; stock and fixtures estimated to be worth £1,400; new lease will be granted or property may be purchased; price of business £2,200.

12.—SOUTH COAST.—General Retail and Dispensing Business, with large N.H.I. connection; returns last year £3,159; gross profit £1,098; scope for large increase under more energetic management; double-fronted shop; new lease; rent £150; price £2,000 or near offer; bad health sole cause of sale.

13.—NOTTS.—Light Retail and Prescribing Business, with Kodak Agency; returns under unqualified management last year exceeded £1,550; net profit about £400; single-fronted shop, well fitted and stocked; ample living accommodation; rent £45; new lease; price £750.

14.—HOME COUNTY.—Unopposed Light Retail and Dispensing Business; no N.H.I.; established many years; returns £2,100 per annum; extremely good profits; estimated value of stock and fixtures £850; good living accommodation; bathroom; price to include property £2,500, or near offer.

Messrs. O. & Co. are prepared to undertake these essential duties and make **Special Terms** for such service.

Valuations for Stocktaking

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C. 4

BUSINESSES WANTED.

LIVERPOOL OR DISTRICT.—Good, solid Business wanted; cash terms. Full details, confidentially, "Cash," Ayrtton, Saunders & Co., Ltd., Liverpool.

ADVERTISER, with steady Dispensing, General Retail (very little N.H.I.), nice suburb of cathedral city, wishes exchange to busy part of Southampton, suburb or nearby; has nice garden, small house; suit couple wishing quiet; principals only, please; value this end £900; correspond, then visit. "Spero," 95/8, Office of this Paper.

ADVERTISER requires established Business (London) showing good profits; modern premises in busy district essential; between £3,000 and £6,500 will be paid for suitable business. P.C.B. 69/17, Office of this Paper.

BERDOE & FISH are in immediate want of sound Businesses up to £4,000, and cordially invite correspondence from intending vendors. We have a large number of cash buyers waiting, and are able to negotiate sales quickly and without publicity. Transfer Offices, 41 Argyle Square, King's Cross, W.C.1.

CHEMIST desires to purchase a genuine Business; neglected one not objected to if capable of expansion; vicinity where there is scope for Optics preferable; kindly give in strict confidence all necessary particulars; advertiser can interview and if necessary complete negotiations immediately. Write H. Harris, 15 Bedford Street N., Liverpool.

QUALIFIED Chemist desires to purchase a genuine, good-class Retail Business, near Lancashire Coast; must be a paying concern, making a sure living and stand investigation. State full particulars in confidence as to rent, lease, living accommodation if any, N.H.I. scripts, etc., and lowest price. 97/37, Office of this Paper.

RETAIL Business wanted in City or West End of London. Give full details, in confidence. 157/542, Office of this Paper.

PARTNERSHIP.

CHEMIST, qualified, requires Partnership or Business of high-class standing, or a position with early prospects of acquiring same; Yorkshire preferred. Please give general particulars, which will be treated in strict confidence. Apply 91/39, Office of this Paper.

FINANCIAL.

A HALF SHARE in a Chemist's and Druggists' Business can be acquired on a fair basis; there are three shops, well established, with increasing annual turnover; about £2,500 further capital required for development; every investigation allowed by solicitors and accountants. Apply "Chemist," c/o Farman, Daniell & Co., Solicitors, Bank Chambers, 329 High Holborn, London, W.C.

The Association of Manfg. Chemists, Ltd.

Business Agency, Transfer & Valuation Department
Head Offices—Kimberley House, Holborn Viaduct, London,
E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, Valuer.

Phone: City 1261-2-3

BUSINESSES FOR DISPOSAL

- 1.—**CARMARTHENSHIRE**.—Old-established Chemist's Business situated in good position on main street, with living accommodation; held on lease for 7-14 years; rent £400 p.a.; returns average £35-40; could be increased; stock approx. £8-900. Further particulars on application. (176)
 - 2.—**DEVON**.—Very old-established Business on lease 6 years at small rental; at present returning £20 per week; could be considerably increased with energy and capital. Double-fronted shop, well fitted. No N.H.I. done, but scope for same; no opposition. (1)
 - 3.—**BOURNEMOUTH DISTRICT**.—Two Cash Drug Stores for immediate disposal; 14 years' lease on each at very low rental; returns for both £30 per week under unequal management; could be very considerably increased by live qualified man; good living accommodation at one shop, the other lock-up; £1,000 will purchase both. Further particulars on application. (3)
 - 4.—**SCOTLAND**.—Old-established Cash Business in City main road, on lease at low rental; returns £1,700 p.a. Double-fronted shop, beautifully fitted throughout in mahogany; splendid scope for optics. Recommended. (198)
 - 5.—**LONDON, E.**—Old-established Retail and Dispensing Business; returns £3,600 p.a.; good living accommodation; freehold for sale, or would consider granting a lease; strongly recommended. Further particulars on application. (188)
 - 6.—**SUSSEX**.—Main road position; N.H.I., Kodak Agency; 19 years' lease at £80 per annum; returns last year over £2,000; splendid scope; good reasons for disposal; sound proposition; price for quick sale £950 all at.
 - 7.—**CARNARVON**.—Seaside resort, main road, Retail Dispensing and Family Business for quick sale; rent £78; rates £19; returns £1,400, certified accounts; good N.H.I. and some well-known Proprietaries; further particulars on application. (7)
 - 8.—**SOMERSET**.—Drug and Photographic Business; premises, which consist of lock-up shop with room at rear, held on lease with 8 years to run at a rental of £88 p.a. inclusive; good scope for live man; price asked £400. (178)
 - 9.—**LONDON, E.**—Small Branch Business for quick disposal on lease 7 years at £38 p.a.; returns £15 weekly; living accommodation; good reasons for disposal; suit young, energetic pharmacist. (199)
 - 10.—**HAMPSHIRE**.—Family Dispensing and Retail Business for immediate disposal; premises held on lease 14-21 years at a rental of £90 per annum, including excellent living accommodation, garage, good garden; old-established business; shop beautifully fitted; returns £1,900; Medical Wine Licence; price to be arranged; full particulars on application. (190)
 - 11.—**YORKS.**—Dispensing and Retail Business, on lease 7 years at £52 p.a.; rates £32 p.a.; average returns £18 per week; modern house, 8 rooms; splendid opportunity for young energetic man. Finest particulars on application. (193)
 - 12.—**LONDON, N.W.**—On lease, 8 years to run, at rental of £78 p.a. inclusive; returns £10 per week; excellent opportunity for qualified man; good opening for N.H.I. Further particulars on application. (195)
 - 13.—**FOREST HILL**.—Recently-established Chemist's Business for immediate disposal; lease 18 years to run at small progressive rent; lock-up, double-fronted shop, well fitted in mahogany; returns approximately £900, which can be considerably increased with personal supervision; further particulars on application. Offers invited. (197)
 - 14.—**DORSET**.—Cash Drug Stores and Tobacconist's, with sub P.O.; 7 or 14 years' lease will be granted at £150 p.a.; returns, drug £1,500, tobacco £500, P.O. £143; good living accommodation; one room above tobacconist; let off to dentist, two days a week at 15s. per week; low price for quick sale. (4)
 - 15.—**HERTS.**—Unopposed Light Country Retail Business, about 28 miles from London, main road to Cambridge; easily worked; no Sunday duty; no N.H.I.; Kodak Agency; returns £2,100; net profit 30%; good all-round stock; nearest opposition 4 miles; good living accommodation; electric light; garden; modern drainage; owner retiring; quick sale desired. (5)
 - 16.—**LONDON, N.W.**—For immediate disposal, Drug Stores; held on lease at rental of £84 per annum; dwelling accommodation at present sub-let £92 per annum; returns average £10 per week; could be considerably increased by qualified man; no reasonable cash offer refused. Further particulars on application. (6)
- FOR SALE, as a going concern, the business of Photographic Developers and Printers carried on by Forbest, Limited, at 17 Ambrose Street, Broughty Ferry, Dundee, including the heritable property in which the business is carried on and the whole machinery, plant, fittings and fixtures therein. There is a large turnover and part of the subjects are let to good tenants; assessed rental £127; feu duty £11 8s. 5d.; further particulars on application. (8)

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

- 1.—**SOUTH COAST**.—High-class Retail, with good Photographic connection; returns £2,100; scope for increase; lock-up shop in good position; long lease; moderate rent; price £950.
- 2.—**NORFOLK**.—Unopposed mixed country Business, in small market town; returns £2,100; good house and large garden; stock and fixtures worth about £900; price with freehold £2,200; mortgage arranged for £550.
- 3.—**SOMERSET**.—Good-class Retail, with Photographic and Optics, in delightful town; returns over £2,000; large house and pharmacy; long lease granted; fully stocked; price £1,500.
- 4.—**HERTS.**—Unopposed Light Country Retail; easily worked; returns £2,100; net profit £620; good stock; nice house; bathroom, electric light, etc.; owner retiring; price, with freehold, £2,500.
- 5.—**KENT COAST**.—Sound Light Cash Retail, with Kodak Agency; returns £1,600; good profits; books properly kept; modern pharmacy with house attached; stock and fixtures worth over £700; price £1,050, or best offer.
- 6.—**MIDLANDS**.—Light Cash Retail, with large N.H.I.; returns about £2,400; average net profit £700; corner pharmacy with house; own property; same hands many years; price £1,600.
- 7.—**HOME COUNTY**.—Good middle-class Business, in growing residential district; no near opposition; returns £2,000; net profit over £600; modern pharmacy and house; every convenience; price £1,500 cash.
- 8.—**LONDON, N.W.**—High-class Dispensing and Family Retail, in prominent position; returns over £3,000; gross profits 40 per cent.; scope for increase; handsomely fitted and fully stocked; price £2,500; part can remain.
- 9.—**CRYSTAL PALACE DISTRICT**.—Old-established light suburban Retail, in good position; returns £1,265; net profit nearly £400; audited books; good house; well stocked; price £850.
- 10.—**LONDON**.—Photographic D. & P. Business for Sale, offering plenty of scope in energetic hands; turnover £1,500; net profit at least £400; well-equipped premises; price £750.

Stocktaking Valuations.

We are now booking dates for September onwards, and invite early application. Terms on application.

Estab. 1870.

Telephone: Terminus 3574.

The Requirements of all Bona-fide Purchasers Receive Close Personal Attention.

A FEW PERSONALLY INVESTIGATED PROPOSITIONS.

- NOTTS.**—Well-established Business, doing over £30 weekly as Drug Store; excellent scope for qualified man; small rent; ample living accommodation; Kodak Agency; little opposition; price, stock, fittings and goodwill, £750.
- LONDON, S.E.**—Exceptional opportunity to secure well-established lock-up Pharmacy doing over £40 weekly, increasing; 7½ years' lease, renewable; rent £110 per annum inclusive (railway property) for quick sale; price £1,350.
- LONDON, S.W.**—Sound General Retail and Dispensing; established 3½ years; returning £1,200 per annum; net profit, £300; Photographic and own Proprietaries; no near opposition; 17 years' lease; stock, approximately £600; fittings, approx. £375; goodwill to be arranged; proprietor would remove stock if desired.
- GLAM.** (seaside resort).—Good Pharmacy Business, doing about £30 weekly, in growing district, with scope for increase; double-fronted shop; excellent living accommodation and garden; Kodak, Ucal and Rexall Agencies; scope for Optics; property, 90 years' lease, about £2,500; stock and fixtures at valuation, about £1,000; expenses very low; main road position; only requires personal supervision to increase.
- LONDON, S.E.**—Opportunity to acquire old-established Family and Dispensing, with good living accommodation (in excellent repair); 18 years' lease; rent £90; present turnover low, but capable of early increase by young, energetic pharmacist; scope for Optics; price £450; stock and fixtures at valuation.
- LONDON, W.**—Small Suburban Family and Dispensing, with Kodak Agency; lock-up, with cellar; comparatively new business, doing £1,040; 12 years' lease; rent £75; good opportunity for chemist beginner; price £550.

ERNEST J. GEORGE

3 ST. PAUL'S CLOSE, WALSALL, and
34 Marksbury Avenue, RICHMOND, SURREY

Phone: Walsall 3774. Richmond 2210.

CHARLES C. MARSDEN Chemists' Valuer, Trans-fer Agent & Stocktaker 44 SHOLEBROKE VIEW, LEEDS.

LEEDS.—Old estab; pharmacy with house, doing £20 weekly. Important main road; excellent opening for chemist; rent and rates, £75; must sell owing to illness; price £500. West Riding: Nicely fitted pharmacy with good N.H.I. and Kodak agency; doing £1,250 under manager, unopposed, price £700 or S. & P. at V. Near Sheffield. —Well fitted modern pharmacy and house, ret. £1,000, scripts 600 monthly, price £650 or near offer. Notts: Well-estab. drug store with house, doing £30 weekly, splendid opportunity for chemist, price £750.

BUSINESSES FOR DISPOSAL.

BATH.—Old-established Business (41 years); owner retiring. For particulars apply 95/26, Office of this Paper.

BOURNEMOUTH.—Improving Business; prominent corner; scope for extension; rent £104 per annum; price £550; stock and fixtures at valuation. Willoughby, 294 Wimborno Road.

EAST LANCES.—Old-established, working-class, main road, double-fronted shop; living accommodation; shopping centre; unopposed; Kodak; lease £60 per annum, or sell property (vendors); returns £1,400, including N.H.I.; net profit £400 (audited); unique opening for Optics; price £850; a sound proposition; every investigation. Full particulars apply 81/31, Office of this Paper.

HOME COUNTY.—Dispensing and Photo; long lease; good house and garden; returns £1,700; good scope for increase; price £1,200. Apply 96/23, Office of this Paper.

HOME COUNTIES.—Sound Chemist and Photographic Business, with Kodak Agency; returns approaching £1,500; living accommodation over with private entrance; sub-let at profit rental; private house available; well fitted and stocked; good reasons disposal; net profit 25 per cent.; open full investigation; opening and room for Optics; price £850. Full particulars 98/10, Office of this Paper.

LINCOLNSHIRE.—Good-class Light Retail; Kodak; little N.H.I.; very well stocked, double-fronted shop; prosperous district; opposition 2 miles; returns £20 per week; excellent house, every convenience, could be leased, or shop lock-up; fair deal; every investigation; expenses not heavy; suit qualified or unqualified; must sell for sound reasons. 97/40, Office of this Paper.

LIVERPOOL.—Good locality; main road; lock-up; sound Business, at present averaging £40 per week, increasing; good lease; well fitted and stocked; owner leaving retail; accounts audited by chartered accountants; price about £1,375; genuine buyers only, and all letters unanswered in 7 days declined. Apply 96/31, Office of this Paper.

LONDON, S.E., main thoroughfare, near City; old-established, with excellent opportunity for development. 156/531, Office of this Paper.

LONDON, E.—Sound Cash Retail; wonderful position; returns £1,250; rent £1; rooms can be let for 25s.; fixtures, fittings, goodwill £650; worth double; might let; stock valuation; lease, 7, 14 or 21 years; particulars given on receipt of banker's reference. "Chemist," c/o 19 St. Mark's Road, E.8.

LONDON, W.—Main road; busy thoroughfare; recently established Business, taking £16 per week at present; well fitted and stocked; big scope for good increase; splendid opportunity for N.H.I.; must sell through illness; lock-up shop; rent £52 per annum inclusive; price for quick sale £295; particulars at interview. 96/29, Office of this Paper.

LONDON.—Established Cash Drug Store in busy district; turnover nearly £8,000; will accept £2,000 for quick sale. Apply "Bordeaux," 156/535, Office of this Paper.

LONDON, N.—Drug and Photographic Stores in thickly populated district; good living accommodation; bold corner shop; opposite doctor and there are several others near; same hands 17½ years; ill-health reason for disposal; takings £1,300; good scope for qualified man and N.H.I.; rent £56; lease would be granted; price £1,000. 97/14, Office of this Paper.

LONDON, N.1.—Drug and Photographic Stores; lock-up; good Prescribing; busy spot, with no immediate opposition; suit unqualified or qualified; big scope for N.H.I.; badly neglected owing to other interests; full details at interview only; price £275 all at, or near offer, or valuation terms; must be sold this month. "Parex," 97/21, Office of this Paper.

MANCHESTER (good-class district).—Chemist's Business for Sale owing to death of proprietor; excellent prospects and position; well stocked and fitted (mahogany); electric light; good living accommodation; Kodak Agency; good D. & P. connection; N.H.I. increasing yearly; turnover £1,500; lease could be arranged; no reasonable offer refused. Apply 95/11, Office of this Paper.

NORTH WALES COAST (Popular Health Resort).—For Sale, high-class Dispensing, Photographic and Family Business. Full particulars (in confidence) of Speechleys, Accountants and Auditors, Colwyn Bay.

SHEFFIELD.—Main road, residential district; nice compact Family Business, Kodak Agency; returns average over £2,000; living accommodation; satisfactory reasons for disposal; rent £75 per annum; £1,200. 98/19, Office of this Paper.

SOUTH COAST.—Modern Chemist's Business; at present under unqualified manager; Kodak Agency; price all at £700; good prospects for young man; well stocked and fitted; photo and details sent. Apply "Bargain," 97/6, Office of this Paper.

SOUTH WALES.—Chemist's Business, with Optical connection, for Sale; death vacancy; returns for past three years approximately £2,000 per annum; property can be bought; price £1,250; if leased rent £60 per year; the price for business £1,750; substantial deposit; the remainder could be paid by arrangement; double-fronted shop; best position in the town; large and lovely house and garden; Agricultural; very old-established Wine Licence; qualification in Optics essential and badly needed for the locality. 156/534, Office of this Paper.

WEST RIDING.—Sound Business for Sale; present hands 20 years; heavy N.H.I.; exceptional house; separate entrance; nearest opposition 1½ miles; reasonable goodwill and valuation. Stamped addressed envelope for particulars. "N. D. P.," 95/28, Office of this Paper.

YORKSHIRE CITY (busy main road).—£350 for prompt cash; net profits average £300 per annum; good reason for selling; N.H.I. and Kodak Agency; good scope for increase. 95/13, Office of this Paper.

DRUG STORE.—Good opening birth control business; no other shop of similar nature near; busy main road S.W. London; badly managed last 3 years; low price for quick sale. 97/39, Office of this Paper.

FOR SALE, through death, old-established Chemist's Business, 5 miles from Manchester; N.H.I. and Photographic; good all-round trade and clean stock; large corner premises, suitable for either Wholesale or Retail; room for garage; splendid opportunity for willing worker. For particulars write 700 Bolton Road, Pendlebury, Lancashire.

APPOINTMENTS.

THE PHARMACEUTICAL SOCIETY OF IRELAND.

THE Pharmaceutical Society of Ireland invite applications, which must be in writing, for the position of Registrar. Each candidate must be a Licentiate of the Society.

The salary will be £400 per annum, with annual increases. The successful candidate must sign the form of Agreement, which can be inspected at the Society's Offices, 67 Lower Mount Street, Dublin, on any week-day save Saturday between the hours of 10 o'clock and 4 o'clock.

This Agreement sets out the duties, and provides that the Registrar must devote his whole time to the duties of his office.

Applications, which must be in writing, accompanied by testimonials, are to be sent by post to the President, Pharmaceutical Society of Ireland, 67 Lower Mount Street, Dublin, to be received not later than the 1st prox.

Persons applying for the Registrarship must be fully competent to conduct the Society's correspondence in the Irish language. Every candidate shall if required submit himself to such examination and test as the Council shall require.

CITY OF CARDIFF EDUCATION COMMITTEE. THE TECHNICAL COLLEGE.

Principal: Charles Coles, B.Sc.(Lond.).

THE services will be required in January next of a well-qualified Head of the Pharmacy Department of the Technical College known as the Welsh College of Pharmacy. This department is fully recognised by the University of London and by the Pharmaceutical Society of Great Britain.

Salary scale, £500-£20-£575. Applications, on foolscap paper, stating age, full qualifications, teaching and other experience, and giving copies of not more than three recent testimonials, should reach the Principal (from whom further particulars may be obtained) on or before Saturday, 5th October.

The successful candidate will be required to pass a medical examination by the authority's Medical Examiner for Teachers at Cardiff before commencing duties and to contribute under the Teachers (Superannuation) Act, 1925.

THOMAS MCHOWAT,

Director of Education,

City Hall, Cardiff.

PREMISES TO LET.

BRIGHTON AND HOVE.—To Let on 14 years' lease, two exceptional Lock-up Shops in main shopping thoroughfares and in centre of large multiple shops; rents £150 and £120; moderate premium. Humphreys, 27 Marine Square, Brighton.

SHOPS with Flat over to Let on lease in excellent position at Bromley; suit Chemist. Apply Baxter, Payne & Lepper, opposite G.P.O., Bromley, Kent.

AGENCIES.

SCOTLAND.—Manufacturer's Agent, qualified Chemist, of wide commercial experience, is open to consider representation and marketing throughout Scotland of goods pertaining to Chemists and Institutions; only products of merit considered; ground covered by car; storage provided if necessary. 95/6, Office of this Paper.

IMPORTERS of Pharmaceutical Specialties and Proprietary Medicines, established 7 years, with connections in the domestic trade, want offers from a few first-class English or Continental firms desirous of developing their businesses; English and Spanish correspondence; exclusive territory; bankers' references. Isaias G. Lopez & Co., Box 899, Bogota, Colombia, South America.

MANUFACTURERS' AGENT, with good connection in South Yorkshire amongst Doctors and Chemists, has vacancy for one or two good lines, or would represent good house on this ground; own car. 98/12, Office of this Paper.

PHARMACIST, retired from Retail, open to represent good speciality, or would accept Sole Agency for any well-advertised lines. Apply 156/541, Office of this Paper.

APPRENTICE WANTED.

MESSRS. MORRELL & DIXON have a vacancy for an Apprentice at 5 Broadway Parade, North Harrow, Middlesex; preferably male, but not necessarily; good-class Family and Dispensing business; time could be allowed for study.

SITUATIONS OPEN.

RETAIL [HOME].

BARNES.—Junior Assistant (male), unqualified, for good-class Dispensing and brisk Retail business. Apply, stating age, height, experience, and salary required, to Feltwell & Son, 90 Church Road, Barnes, London, S.W.13.

BIRMINGHAM.—Junior Assistant wanted for branch; one used to quick cash trade and N.H.I. Dispensing. Please give full particulars in first letter, age, height, salary, and when at liberty, enclosing photo if convenient. Vernon Thompson, Chemist, 159 Stratford Road, Birmingham.

BOURNEMOUTH.—Junior unqualified Assistant wanted for Counter and Dispensing. Apply, stating full particulars of experience, age, height, and salary required, Dick, 312 Wimborne Road, Bournemouth.

BOURNEMOUTH.—Competent Assistant required; permanency to right man; good Dispenser essential; must have a courteous manner at the Counter. State salary required and give fullest details in first letter; photo (returnable) if available. Apply to Arthur Vale, 257 Holdenhurst Road.

BRISTOL.—Wanted, at once, young, unqualified male Assistant, with experience in Dispensing, Counter and Photography. Apply, with full particulars, Buxton & Co., Queen's Road.

CARDIFF.—Experienced Assistant wanted for the Drug Counter. Apply, stating age, height, references, and salary required, with photo, Duck & Son, Chemists, St. John's Square, Cardiff.

CITY.—A young gentleman required as Junior in high-class business; must be of good address with first-class references; smart and courteous salesmanship essential. Apply by letter or after 4 p.m., Southons, 5 Leadenhall Street, E.C. Phone: Monument 0800.

COVENTRY.—Improver or Junior required for October 7; General Retail and Dispensing. Please state full particulars and salary required to W. Pinson, M.P.S., 279 Harnall Lane East, Coventry.

EALING DISTRICT.—Qualified lady required; accurate Dispenser, good knowledge of Counter trade. State age, salary required, and references. Reply P.C.B. 69/9, Office of this Paper.

FULHAM.—Wanted, at once, a qualified Optician (J.C.Q.O.); Pharmaceutical qualification not essential, but applicant must have thorough knowledge of pharmacy. Apply by letter or personally, morning or evening, to Arnett & Co., Chemists and Opticians, 317 Lillie Road, Fulham, S.W.6.

LIVERPOOL.—Qualified Manager, used to quick Retail and N.H.I. Dispensing; good Counter Prescriber; knowledge of Photographic Goods essential; abstainer; trustworthy; alternate Sunday duty; usual hours. State age, experience, salary expected, and references. Harold Lomax, M.P.S., Chemist, 43 Edge Lane, Liverpool.

LIVERPOOL.—Unqualified Scotch Assistant, about 25 years of age, for high-class business, centre of city; must be good Window-dresser; highest references. Give full particulars to Galloway, Chemist, Blackpool.

LONDON, E.—Qualified Manager required for a good business, with house attached, in working-class district; applicants must have had good experience of this type and be able to get on well with the customers. Give full particulars of experience, age, salary required, etc. 95/25, Office of this Paper.

LONDON, N.—Smart qualified Manager, able to take charge of good Family and Dispensing business; excellent prospects for smart man who can make good displays and is a keen Salesman; house attached. Give details as to salary, age and experience. 95/253, Office of this Paper.

LONDON, E.1.—Junior wanted, beginning October; working-class trade; Dispensing, N.H.I., Window-dresser and Stock. Apply, giving references, salary, etc., to "M.P.S.," 94/23, Office of this Paper.

LONDON, E.—Qualified man or woman, about 30; light, pleasant position; excellent prospects for the right person. Please send full particulars, references, etc., to "T. J.," 70 Crownfield Road, E.15.

LONDON, W.5.—Smart young Junior Assistant (male) required for high-class Dispensing business. Reply, stating experience, age, height, and salary required, to W. A. Weston, 8 Sandringham Parade, Ealing.

LONDON, W.8.—Senior qualified Assistant (male) required; sound experience and accurate knowledge of the business essential. State experience, age, and salary required to Inman, c/o J. F. Harrington, 15 Kensington High Street, W.8.

LONDON, W.—Wanted, soon, a smart Junior Assistant for a high-class Dispensing Business (three kept); must be of good address and have good experience. P.C.B. 69/19, Office of this Paper.

LONDON.—Wanted, smart Lady Assistant for quick cash trade; must be energetic, good Counter-hand and Window-dresser. Apply, with full particulars of experience, stating age, height, salary required, and when at liberty. 156/538, Office of this Paper.

LONDON, N.—Unqualified Assistant; must be good Window-dresser and Salesman. State age, experience, salary required. 96/18, Office of this Paper.

LONDON.—Junior Assistant required for Finchley; must be good Window-dresser and Counterman. Also Junior, for Wimbledon. State age, full details of experience, wage required and when at liberty. 156/539, Office of this Paper.

LONDON, S.W.—Part-time Assistant, qualified, each Thursday evening and alternate Sunday, 6 till 8; used to Dispensing and quick Counter trade. State experience and salary. 97/240, Office of this Paper.

LONDON, WEST.—Assistant; unqualified; experience in Dispensing and Counter work; opportunity for smart experience. State full particulars and salary required. 97/24, Office of this Paper.

MIDLANDS.—Manager (qualified) for important town; smart, progressive man for Family business in main thoroughfare; must be up-to-date Counterman and good Window-dresser, with practical Photographic knowledge; no house. State age, experience, and salary. 95/252, Office of this Paper.

NOTTINGHAM.—Qualified Manager for modern Family business; good Counterman and Window-dresser; excellent prospects for keen, progressive man; house attached. Give full details, age, experience, and salary. 95/250, Office of this Paper.

SLOUGH.—Junior Assistant; reliable Dispenser. Apply, giving age, experience, and salary required, to Mr. Kirby, Wood's Pharmacy, 37 Bath Road, Slough.

WOLVERHAMPTON.—Junior, unqualified, male Assistant required, good appearance and address, for high-class store trade; duties chiefly Counter and Display; must be experienced in Photography. Please send all particulars in first letter (photo if possible) to "Chemist," Jas. Beattie, Ltd., Victoria Street, Wolverhampton.

A DISPENSER (lady) for N.H.I. work only; must have had similar experience and be competent and reliable. Apply R. Cuthbert, Ltd., Huddersfield, stating age, experience, salary required, and enclose photo.

A JUNIOR Assistant required immediately for South-West London; Dispensing and Photographic experience essential. Reply giving full particulars of experience, age, and salary expected, also when disengaged, "Statim," 98/16, Office of this Paper.

A PART-TIME Male Assistant wanted for S.E. London Pharmacy; mornings 8.30 to 1, evenings 5 to 8, Saturdays 9 p.m.; three hours' duty alternate Sundays. Full particulars, including salary, in first letter. Applications not answered within four days respectfully declined. 96/21, Office of this Paper.

A MAN, who is used to putting up first-class stock and is capable of instructing hands to do the same; if he can design good presentations and dress windows, so much the better. Kindly state experience, height, age and salary required. 156/540, Office of this Paper.

A RELIABLE, gentlemanly, qualified Assistant, immediately; tactful Salesman and good Dispenser; used to good-class or West-End business; a comfortable, progressive berth for the right man; age about 30. Full details, photo if possible, first letter. Lane, Chemist, Western Road, Hove.

ASSISTANT, qualified lady; Dispensing and Stock; hours 8.30 a.m. to 6 p.m.; Wednesday 1 o'clock; no N.H.I. or Sunday duty. Apply, stating full particulars, references and salary, to the Manager, Junior Army & Navy Stores, Aldershot.

ASSISTANT wanted for high-class business; unqualified man with first-class experience, references, and abilities; age about 40; send photo. Apply Oxford Drug Co., Ltd., Cornmarket Street, Oxford.

BRANCH Manager for small, good-class business, with Photography, in Frome. Please send full particulars of experience and salary required, with photo, to Davies John & Aspell, Bath.

CAPABLE Junior Assistant early in October for Family and Dispensing business. Please give full particulars of experience, stating age, height and salary required, and enclose photo. Bryan, Chemist, Malmesbury, Wilts.

EXPERIENCED Qualified Assistant required at once. Apply, giving usual particulars, to Blake, Sandford & Blake, 49 Dover Street, W.I.

JUNIOR ASSISTANT (London).—Smart, keen Assistant wanted immediately; must be good Dispenser and Counter-man. Full details of experience, age and salary required. 95/254, Office of this Paper.

JUNIOR (Midlands).—Keen, progressive Assistant wanted; good Dispenser and Window-dresser. Particulars of age, salary and experience to 95/251, Office of this Paper.

JUNIOR or Improver wanted; good-class Dispensing and Counter. State height, age, salary, and all particulars. Moxham, Chemist, Portswood, Southampton.

JUNIOR or Improver who has completed apprenticeship or had Dispensing and Counter experience; must be willing to remain 12 months. State age, experience and salary required to E. Moss, 5 Bedford Lane, Feltham, Middlesex.

JUNIOR Assistant (about 20) required in good-class Retail and Dispensing business; one recently out of apprenticeship would suit. Apply, stating age, experience and salary required (outdoors), to E. G. Price, Farrant's Pharmacy, Orpington, Kent.

JUNIOR required (lady or gentleman), about 18, for London (S.E.) Pharmacy. State experience, references and salary required to 96/36, Office of this Paper.

JUNIOR Assistant, about 21, for Dispensing and Family business in London, S.W.; must have served regular apprenticeship; time for study could be arranged. State age, height, full details of experience, salary required, with photo if convenient. 98/14, Office of this Paper.

LADY Dispenser-Book-keeper, willing to assist in the usual Surgery duties, required by Doctor; daily morning and evening, about five hours in all; within few miles of Weybridge, Surrey. Write, stating age and salary, 93/21, Office of this Paper.

LOCUM, unqualified, required September 30-October 12 inclusive for South-East London; also Part-time Assistant; evenings 6-8, Saturdays 10 a.m. to 9 p.m. Apply, in first instance, to Rippon's Pharmacy, The Broadway, Hanwell, W.7.

MANAGER, male, qualified, for Branch, Billingham, near Stockton; married, 30-35, preferred; nice-class business; small N.H.I.; also Photographic; excellent house attached; salary, commission and free house. Usual particulars and photo, snap will do. Levy, Roman Road, Middlesbrough.

QUALIFIED as Manager (lady preferred); London, E.; Counter, N.H.I., etc. State salary, experience, etc., copies of testimonials. 156/532, Office of this Paper.

QUALIFIED Manager for North-East London; mainly N.H.I.; preferably married; to live on premises; unfurnished. Reply, immediately, stating age, experience, and copies of testimonials, to "Homerton Chemists, Ltd.," High Street, E.9.

QUALIFIED Assistant at once. Apply, stating age, salary required, experience, etc., to manage small branch pharmacy. F. Calder, 29 North Street, Bishop's Stortford, Herts.

QUALIFIED Man wanted at once; easy berth; mostly N.H.I.; suit pensioner or elderly man still active; moderate salary only offered. Cody's, Ltd., 52 York Road, S.W.

QUALIFIED, elderly or lady, required; Midlands; permanency; easy hours. State age, salary required, copy of references, when at liberty. Apply 98/32, Office of this Paper.

QUALIFIED Branch Manager; central position Midland town; must be keen, live business builder and not afraid of work; Photographic knowledge essential and Wireless experience preferred. Apply, with photograph, stating age, experience and salary required, 99/14, Office of this Paper.

UNQUALIFIED Assistant; 23-27 years; reliable Dispenser; knowledge of Photography and Window-dressing; send photo. Atkinson & Co., 285 Brockley Road, S.E.4.

UNQUALIFIED lady Assistant for good-class Light Retail and Dispensing business in West Midlands, accustomed to Window-dressing. Write (enclosing photo), stating age, experience, salary required, and when disengaged, to 98/9, Office of this Paper.

WANTED, Junior (male) for mixed business. Particulars to Swindells Bros., Chemists, Hyde, Manchester.

WANTED, early in October, in old-established country business, steady, reliable man as Assistant (unqualified). State age, experience, references and salary required to H. S. Turner, Chemist, St. Ives, Hunts.

WANTED, Nurse-Dispenser (lady); no week-day evenings off; no book-keeping. Apply Drs. Chamberlain, Wallis & Fisher, 63 Sheen Lane, Mortlake, S.W.14.

WANTED, October 7, a capable Junior Assistant for good-class Family and Dispensing business; must be active and gentlemanly. Apply, with references and all particulars, age, photo, salary required, etc., to F. Corfe, c/o Corfe & Son, Ltd., Chemists, Maidstone.

WANTED, at once, competent, unqualified Assistant (male); permanency; age about 25-30; quick, reliable Dispenser and good Salesman. Full particulars in first letter of experience, age, salary required, and photo if possible. Hill & Shaw, 357 High Street, Cheltenham.

WELL-TRAINED Assistant, 25-30, accustomed to good-class Dispensing business; cheerful and thoroughly trustworthy; capable of taking share of responsibilities; knowledge of Photography preferred; three other assistants; interview essential. Usual particulars, with photo, to Wride, Chemist, Winchester, Hants.

YOUNG, unqualified Assistant required, London, N. Reply, stating age, experience, and salary required, 156/533, Office of this Paper.

YOUNG lady Assistant wanted, W.C. district, for quick Counter trade; must be keen and energetic; whole day off weekly; permanent and progressive. Full particulars by letter or arrange interview. Phone: Temple Bar 8920. Amos Jones, 78 Long Acre.

YOUNG Qualified Assistant required at once for holiday relief, two or three weeks. Apply by letter, stating usual particulars, or personally before midday Saturday or Monday. Barkers, 221 Upper Tooting Road, S.W.17.

YOUNG Lady, unqualified, for Book-keeping, Dispensing, Stock and Counter. Give full particulars and salary desired. Allen Jones, Chemist, 11 Moor Lane, Gt. Crosby, Liverpool.

WHOLESALE.

BRIGHTON.—Wanted, experienced Toilet Maker, trained in the Manufacture of Face Creams, Powders, and all usual Toilet Preparations. Write, stating experience, wages required, etc., to Arthur H. Cox & Co., Ltd., 95 Lewes Road, Brighton.

LONDON.—A vacancy occurs in an established firm of Manufacturing Chemists and Export Merchants for an unqualified Junior Assistant; age not exceeding 25; good credentials essential; excellent prospects to an efficient, ambitious, and industrious young man; short hours; moderate salary to commence. Applications unanswered within seven days respectfully declined. P.C.B. 68/25, Office of this Paper.

LONDON.—Competent and experienced lady Typist and Book-keeper required by an established firm of Manufacturing Chemists and Export Merchants; neat writer essential; applications from candidates desiring a permanent, progressive position preferred. P.C.B. 68/250, Office of this Paper.

A CHEMIST of good standing is required for a responsible position offering good scope for advancement to an administrative post in a works near London. Candidates should be about 35 years of age, should possess a Ph.D. or higher degree, and should have had experience in the manufacture of Complex Organic Chemicals other than dyes. Applications will only be seriously considered which give clear evidence of the possession by the applicant of sound scientific knowledge, ability to initiate and direct research, technical experience, capacity to control male and female workers, and a real interest in modern works administration. Applications, giving full details of qualifications and salary required, to 156/529, Office of this Paper.

A RELIABLE Representative required for the Southern Home Counties, South Coast and West of England for the sale of "Eclipse" Razor Blades; applicants must already have an established connection among Chemists, Ironmongers, Hairdressers, etc. Write, giving full particulars, with references, to James Neill & Co. (Sheffield), Ltd., Composite Steel Works, Napier Street, Sheffield.

REPRESENTATIVES, already working one commission on South Coast and in South Wales, wanted to take over existing connection in Toilet Soap as second line. Reply P.C.B. 68/24, Office of this Paper.

STEAM Laboratory Hand required; competent to make Syrups, Ointments, etc. State age, experience, and wages expected. P.C.B. 69/10, Office of this Paper.

TABLET Manufacturers require man for machine room; only men with full experience of Tablet-making on rotary and single punch machines need apply. The Cooper Laboratory, Watford.

TRAVELLER required with good connection amongst London Chemists and Wholesalers. Particulars to 156/536, Office of this Paper.

UNDER-MANAGER wanted for Laboratory of a firm of Manufacturing Chemists in a provincial town. Replies, stating experience, salary required, with references, to 96/1, Office of this Paper.

WANTED, Laboratory Assistant, capable of taking charge of Laboratory and supervising the Manufacture of Tinctures, Infusions, Galenicals, etc. Write, stating wages required, together with copies of testimonials, to C. A. Critchley & Co., Ltd., 17/19 Cardwell Place, Blackburn.

AN EXCEPTIONAL OPPORTUNITY.

WE offer to a few high-class specialty Salesmen the opportunity of selling an exclusive line of Hot Water Bottles, Bathing Caps, etc., of obviously superior quality at competitive prices. Remuneration on a commission basis.

Only men used to calling on the best class trade will be considered. 156/537, Office of this Paper.

WORKS Laboratory Assistant wanted, East London district, to learn Essence Blending and Distillation; Matriculation standard, good nose and palate; painstaking and reliable; progressive post for the right man. Write, with copies of testimonials (no stamped envelopes), 95/16, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN.)

ITALIAN RIVIERA.—Qualified Assistant, with first-class references, aged 30 to 40, required from December 1 to end March by leading pharmacy; salary £St.16 per month; second-class return fare paid. Apply, with full particulars, to Farmacia Mareco, Bordighera, Italy.

SOUTH AMERICA.—London firm of Manufacturing Chemists have vacancy for young man to travel as their Representative in South American countries; good conversational knowledge of the Spanish language essential; British nationality preferred, but others will be considered; candidates, if unqualified, must have had some pharmaceutical training or experience. Apply, with full particulars, to 156/530, Office of this Paper.

SITUATIONS WANTED.

RETAIL [HOME].

A.A.—QUALIFIED, 25, desires permanency as Manager; London and country experience; highest references. "M.P.S.," 77 Sutherland Avenue, W.9.

A CAPABLE and experienced qualified Chemist; permanency or Locum; middle-aged. "Chemist," 415 High Road, Leytonstone, E.11.

A CAPABLE, unqualified Assistant or Manager; Locum or permanency; age 32; thorough all-round experience; excellent references; disengaged. 97/9, Office of this Paper.

A COMPETENT Manager, age 30, finishing shortly a period of four years in a high-class West-End Dispensing establishment (last two as manager), desires position, either town or country; good general country, seaside and Photographic experience; qualified Optician; excellent references. J. Frederick Pratt, Ph.C., 23 Norland Square, W.11.

A GENTLEMANLY, unqualified Assistant; 8 years' experience, with initiative and tact; able to take charge; disengaged September 30. "D.," 50 Osborne Terrace, S.W.8.

A DVERTISER seeks engagement as Manager; temporary or permanent; long and varied experience; good references. Woodward, 32 Alma Road, Chesham.

A DVERTISER, disengaged, concluded summer locums, well up Dispensing, Counter and accustomed to management, seeks winter engagement; whole or part time; excellent references and experience; Partnership entertained; middle-aged. "Chemicals," 24 Spring Street, London, W.

A DVERTISER requires evening work with Manchester Chemist; thoroughly competent Dispenser, used to quick N.H.I. and Counter trade; experienced all branches. 98/29, Office of this Paper.

A S LOCUM.—Pharmaceutical Chemist; disengaged October 1; excellent references; middle-aged; accustomed to management of good-class Dispensing business and all-round experience. 95/24, Office of this Paper.

A S Manager; M.P.S., F.B.O.A.; excellent and successful experience of managership; keen business man; highest references. 96/38, Office of this Paper.

A SSISTANT; free October 1; referred Part II; high-class experience; undeniable references; Birmingham or London districts. Write 75 City Road, Birmingham.

A SSISTANT; unqualified; 19; smart, capable, conscientious; good knowledge of Dispensing, Counter work, Window-dressing, and Photography; South Coast preferred; if interview desired would pay own expenses. "J. B.," 918 Balderton Gate, Newark-on-Trent.

A SSISTANT, qualified, 24, West-End and suburban experience, desires permanency near home address. "Pharmacist," 85 Westbourne Terrace, Hyde Park, W.2.

A SSISTANT, Junior, age 21, 5 ft. 11 in., just completed 4 years' apprenticeship in good-class Retail and Dispensing, with Photography, requires post near school to attend evening classes for Part I. Clark, "Illecombe," Kilkhampton, Holsworthy, Devon.

A SSISTANT, 27, requires permanency; capable Dispenser, Counterman, knowledge Photography; trustworthy; London or South Coast. Hunt, 24 Minster Road, N.W.2.

A SSISTANT, unqualified, disengaged, seeks situation in Birmingham or district; London and Provincial experience; Dispensing, Chemical and Galenical Preparations. "F. Q.," 10 Ranelagh Road, Tottenham, N.17.

A SSISTANT; unqualified; permanency preferred; London; can manage; disengaged September 30. "Radix," 72 Tremadoc Road, Clapham, S.W.4.

A SSISTANT; experienced; unqualified; courteous, obliging, good appearance and address; disengaged; 7 years last berth; would like interview. 98/11, Office of this Paper.

A SSISTANT, 25 (referred Part II); Counter, Dispensing, Photography, etc.; wide experience most types of business, from high-class health resorts to quick cash trade with large N.H.I. (over 4 years in London); excellent references; free in 2 month; London preferred. 98/17, Office of this Paper.

A SSISTANT, 21, 4 years' experience, desires situation in London or large town; good Counterman, accurate Dispenser; hard worker; excellent testimonials. 98/34, Office of this Paper.

A SSISTANT, unqualified, age 26, wishes to gain Dispensing experience; student of modern display methods and salesmanship; all-round knowledge of general routine of shop work. 97/15, Office of this Paper.

C APABLE, qualified lady, 25, as Senior or Branch Manager in South-West England; disengaged October 13. Apply Osler, c/o H. W. Greenwood, Esq., Northam, Devon.

C HEMIST'S Assistant, good Dispenser, 28, good references, seeks employment in pharmacy; some knowledge of English; could arrange exchange with English assistant. 99/12, Office of this Paper.

C OMPETENT Assistant; unqualified; mid-age; experienced Dispenser; N.H.I. and the usual routine of a Chemist's business. "V.," 3 Rectory Square, Stepney, E.1.

C OMPETENT Lady requires post; all-round experience; complete training Part II; age 23; height 5 ft. 7 in.; good appearance and manner. Apply "S. L.," 13 Ferndale Road, Clapham, S.W.4.

D ISENGAGED early October; up-to-date, original Window-dresser; fully experienced; any enterprising firm. Full particulars to 94/19, Office of this Paper.

D ISENGAGED early October; permanency desired by young, energetic Pharmacist; good references and 9 months' experience as locum. Baker, Chemist, Oldham.

D ISENGAGED.—Pharmacist; experienced; Locum or permanency; moderate salary. "Pharmacist," 67 Western Road, Ealing, W.5.

D ISENGAGED; active; middle-aged; unqualified; good all-round experience; any position; successful manager. "Chemist," 91 Duncombe Road, Holloway, N.19.

D ISENGAGED, unqualified, middle-aged, with first-class, all-round experience and highest credentials, desires change, middle October; country preferred, not essential. "Galen," 96/2, Office of this Paper.

D ISENGAGED (lady); nearly three years' locum experience in hospitals and dispensaries; Apothecaries' Hall certificate; London only. 97/11, Office of this Paper.

D OCTOR'S Dispenser; Book-keeper; gentleman; capable; 20 years' London experience; Private and Panel; interview desired. "London," 95/19, Office of this Paper.

E ND of September to middle of October; qualified Locum (26), free for engagement; first-class experience in London and provinces, but London and district preferred. "Chemicus," 52 Priory Road, Hampstead, N.W.6.

E XPERIENCED, qualified, 26, first-class experience, Continental, London (West-End and South Kensington) and in the provinces, open for Locum work between October 7 and November 25. 89/12, Office of this Paper.

F IRST-CLASS unqualified Assistant available to commence duty when required; lack of qualification more than balanced by capabilities and experience (all branches); 27; tall, keen, reliable, and efficient worker; interview anywhere. Watson, 12 Cumberland Walk, Tunbridge Wells.

I MPROVER, 21, desires position; Cardiff district preferred; Dispensing and Counter experience. Ivor Yorath, 39 Foreland Road, Whitclurch, Cardiff.

I MPROVER, 19, tall, desires position in East Lancashire or Yorkshire; knowledge of private and Insurance Dispensing, Photography, Window-dressing, Counter, etc. Write c/o Mrs. Wilson, 13 Rutland Street, Colne.

J UNIOR Assistant (lady); Dispensing, Counter, and Photographic experience, London and Continent; speaking French and German; London or West suburb preferred. "O. S.," 7 Abinger Road, W.4.

JUNIOR requires post; good appearance; excellent Counter-man; West-End preferred; free September 30. C. R. Wood, 4 Heron Court, Richmond, Surrey.

JUNIOR Assistant, studying for Part I, desires situation; Midlands town preferred (or near college); Dispensing, Photography, Counter, etc.; excellent references. Williams, Tideswell, via Buxton, Derbyshire.

JUNIOR, just finished apprenticeship, desires post in London; good Counterman and Window-dresser, reliable Dispenser, knowledge Photography; age 20; height 5 ft. 11 in. "A.", 65 Wellington Street, Luton, Beds.

LADY Dispenser desires post in or near London; previous experience; Medical Book-keeping, Trained Nurse, Typist; free at once. Ward, 57 Kensington Gardens Square, W.2.

LADY Dispenser, 25, seeks post, Hospital, Doctor or Light Retail; West preferred. Kidman, 10 Lawn Gardens, Hanwell, W.7.

LADY Dispenser (male), 20, requires post with Doctor, Chemist, Institution; good reference. Miss Molyneux, 54 Higher Drive, Purley.

LADY Assistant (Hall) requires post in London; 8 years' good-class Retail and Dispensing experience; excellent references. 95/32, Office of this Paper.

LADY, M.P.S.; 12 years' Retail experience; good references. Butler, 4 Miriam Road, Anfield, Liverpool.

LADY, qualified, desires post, permanent or locum; excellent experience and references; London. Culverwell, 44 Queen's Gate Terrace, S.W.7.

LADY, unqualified, disengaged, desires post; 10 years' all-round experience London and Provinces; keen and energetic. 96/28, Office of this Paper.

LOCUM or permanency; qualified; tall; gentlemanly; all-round experience; highest references; disengaged September 28. Jones, c/o H. T. Parker, Chemist, 16 Palace Gates Road, N.22.

LOCUM; qualified; experienced; reliable; registered R.P.U.; long or short periods. "L.", 119 Fairlands Avenue, Thornton Heath.

LOCUM; qualified; retired chemist; middle-age; excellent references. "Chemist," Flat 2, 6 Colville Mansions, Powis Terrace, Bayswater, W.

LOCUM or Manager; qualified; competent; reliable; over 20 years' experience, mostly West-End; disengaged September 21. "Pharmacist," 81 Camden Road, N.W.1.

LOCUM, qualified, age 31, good experience, as Manager and Assistant. "Chemist," 19 New Steine, Brighton.

LOCUM; disengaged; "not registered"; good sound general experience and well recommended; Prescriber, Salesman; used quick business; good Dispensing and heavy Panel; permanency considered. "G.", 130 Scott-Ellis Gardens, N.W.8.

LONDON OR SUBURBS.—Young lady; Part I Minor; 10 years' experience Dispensing and Retail; excellent references. V. E. Whiteman, 51 Queensmill Road, Fulham, S.W.

MANAGER; Scot; young; energetic; excellent experience and references; Window-dresser; London area. Mearns, 19 Chudleigh Road, Brockley, S.E.4.

MANAGER, capable, energetic, wide experience in all branches of Pharmacy, Photography and Optics, desires permanency; London or vicinity; good-class family trade; married; house if possible. Apply 97/17, Office of this Paper.

M.P.S., 26, excellent references and experience Chemist in London area; requires post as Senior with Private worker. P.C.B. 68/7, Office of this Paper.

M.P.S., 24, gentlemanly, keen and energetic, good all-round experience in high-class Pharmacy, just completed locum engagement, desires permanency; Manager or Assistant; London preferred; previous West-End experience; excellent references; personal interview arranged. 95/31, Office of this Paper.

M.P.S. SEEKS management; permanency; West-End experience; South-West or West districts preferred; disengaged. "L.", 2 Grosvenor Gardens, East Sheen, S.W.14.

M.P.S., 22 (Square trained), recently West-End, keen, enterprising, and of gentlemanly bearing, requires a position with scope as Senior within reasonable convenience (not essential) of 47 Langley Drive, Wanstead, E.11.

M.P.S., 38, single, desires post, Manager or Assistant; West-End experience; reliable and quick Dispenser; London preferred, West or City. Neale, 13 London Road, High Wycombe, Bucks.

M.P.S., 24, single, abstainer, energetic, requires situation as Manager or Assistant; good experience and references; disengaged September 21. "Chemist," 25 Eardley Road, Streatham, S.W.16.

NORTH.—Unqualified; good all-round experience; permanency; middle-aged; married; active; obliging; disengaged; excellent references. Henderson, 61 Castle Street, Kendal.

PART-TIME, qualified, age 35, desires birth in London (Monday and Friday, 9-12.30 and 6-8; Tuesday, Wednesday and Thursday, 2.30-8), or would consider late night duty; take charge. Apply 94/31, Office of this Paper.

PART-TIME post required by unqualified Assistant; 24; counter experience, Dispensing, Photography. "Advertiser," 10 North Avenue, Ramsgate.

PART-TIME berth wanted, London, evenings and Saturdays, beginning October; age 25; passed Part I Minor; 8 years' general experience (4 years London). West, Bradenham House, Beerton Road, Sheringham, Norfolk.

QUALIFIED, 24, good-class Counter, Dispensing and Photographic experience in London and country, requires position as Assistant or Manager; South-West England preferred. Evans, Martock, Sticklepath, Barnstaple, Devon.

QUALIFIED, Yorkshireman, 24, single, desires permanency; excellent experience, Yorks., Lancs., Beds., South Coast; accustomed to brisk business; Dispensing, Counter, Photo, Window-dressing; capable of taking charge; at present relief manager for large firm; liberty any time; good references. Watson, 29 Tower Street, Hyde, Cheshire.

QUALIFIED, 23, desires position of responsibility in London; thorough knowledge of all branches, including Optics; usual notices. 95/14, Office of this Paper.

QUALIFIED; 26; excellent experience, London and Continent; West-End or City preferred. 50 Osborne Terrace, S.W.8.

QUALIFIED, general experience (nine years' Retail), height 5 ft. 10 in., age 26, knowledge of Photography and Optics (own equipment), referred one subject, B.O.A., desires position as Branch Manager or Assistant, with a view to introducing Optics; interview 50 miles Manchester; disengaged October 1; moderate salary. Replies, in confidence, 97/2, Office of this Paper.

QUALIFIED Assistant, 24, offers services in London or district; experience in most departments; well recommended; progressive situation preferred. 97/16, Office of this Paper.

QUALIFIED; middle-aged; Manager or Assistant; full or part time; experienced; good references; Manchester district. 97/19, Office of this Paper.

QUALIFIED bachelor, middle-aged, desires Manager's post or shortly; well recommended; popular with customers. Please give some business particulars. Kindly write 98/24, Office of this Paper.

QUALIFIED desires position as Manager with view to succession; fully experienced; London and Provincial; references; London area preferred. Apply 96/22, Office of this Paper.

QUALIFIED Assistant; 24; abstainer; single; tall; genuine hard worker; West-End experience; West-End or Agricultural preferred. 96/30, Office of this Paper.

RESPONSIBLE position required by qualified; 24; 9 years' all-round experience; Home Counties preferred, but not essential. 94/16, Office of this Paper.

TEMPORARY; disengaged; town or country; thoroughly experienced; unqualified; good references; moderate salary. Taylor, 312 Lillie Road, Fulham, S.W.

THOROUGHLY experienced Senior; unqualified; disengaged; capable manager; excellent references. "H. B.", 132 Lower Mortlake Road, Richmond, Surrey.

UNQUALIFIED; 25 years; all-round experience (London and country); single; reliable; trustworthy; sound credentials. "Chemicus," 3 Highclere House, Knaphill, Woking.

UNQUALIFIED; age 42; West-End experience; able to manage; October 1. Little, 9 Westbourne Street, Chelsea, S.W.1.

UNQUALIFIED, 23, experienced, requires full or part time until end of November; London area. John, "Brynawel", Hirwaun, Glam.

YOUNG lady, qualified at recent Apothecaries' Hall Examination, as Assistant to Dispenser, desires post as Improver in Hospital or Retail business. "K. C., Chester," 95/21, Office of this Paper.

WHOLESALE.

A REPRESENTATIVE, with exceptional records and sound connection London Chemists, Hairdressers and Stores, desires change, live Proprietary or Sundries House; good results assured to right firm; undeniable references; own car; salary and commission. 79/37, Office of this Paper.

ADVERTISER, middle-aged man, would like to hear of some occupation connected with the Chemists' Sundries trade, preferably outdoors; 18 years with one of the oldest firms of Patent Medicine Vendors and Druggists' Sundries as Checker and Stock-keeper, etc., but not recently. H. Shelton, 3 Southampton Street, High Holborn, W.C.1.

ALL DRUG CLERKS AND FOREMEN

should join at once

THE NATIONAL UNION OF DRUG & CHEMICAL WORKERS

(incorporating the National Association of Chemists' Assistants)

BENEFITS: Trade Protection—Legal Aid—Unemployment

Benefit—Free Use of Employment Bureau

Write for particulars:—ARTHUR J. GILLIAN, Gen. Sec.
149 Newington Causeway, LONDON, S.E.1

A REPRESENTATIVE, young, energetic, sound connection Chemists, etc., Southern Counties, desires position with known house; Retail trained; all-round experience; salary, commission. Full particulars from 95/27, Office of this Paper.

A DVERTISER, age 28, 10 years' thorough experience, Patents, London Wholesale House, desires position giving more scope for advancement; accustomed to control of staff. P.C.B. 69/18, Office of this Paper.

A DVERTISER, with long and varied experience manufacturing and distribution, seeks engagement; Counter or Laboratory; highest references; willing and conscientious worker; disengaged; London or Home Counties preferred. "Radix," 98/56, Office of this Paper.

B.S.C. Pharmacy desires position, Wholesale or Retail; excellent Analyst, Dispenser, Counterman; start low immediately. "Student," 77 Miller Street, Manchester.

CHEMIST-SALESMAN, 12 years' experience, age 32, undeniable references, desires Representative post with firm of repute; Midlands preferred, but not essential; Drugs, Packed Pharmaceuticals and Sundries. "Galenicus," 16 Westbourne Road, Handsworth, Birmingham.

EXPERIENCED article Assistant, reliable, seeks situation, Wet, Dry or Despatch; good reference; age 46. "T," 2 Roxley Road, Lewisham.

EXPERIENCED Representative requires engagement; well up all branches, including Medical; excellent references; moderate salary. "Beta," 60 Florence Road, Wimbledon.

EXPERIENCED and high-class Representative, Bucks, Berkshire, Oxon, Wilts, Hants and North Midlands, seeks position with well-known house; connection with Doctors and Chemists; good references. 98/5, Office of this Paper.

GENTLEMAN, educated, good address, unqualified, 36, married, 20 years' first-class Retail experience, seeks progressive situation in Wholesale, preferably as Representative. Salesman; would travel provinces; good references. "Abstainer," 97/8, Office of this Paper.

GIVING up Retail business; 20 years' first-class experience in buying and selling good-class Perfumery and Toilet Goods; desirous of representing good firm; strong point, salesmanship; first-class references; South Wales and Western Counties preferred; interview given if required. 94/18, Office of this Paper.

INVOICE Clerk; reliable; experienced; 25 years in trade; age 42; salary 84s. P.C.B. 68/26, Office of this Paper.

QUALIFIED Chemist, ten years' experience in India and Malay States, Medical Propaganda, Retail, Wholesale, etc., is open for engagement, Travelling Salesman, Medical Propaganda. 156/524, Office of this Paper.

REPRESENTATIVE, age 28; married; 4½ years' personal London connection; over 400 Chemists; disengaged September 21. McGowan, 2 Scylla Road, Peckham, S.E.15.

RETAIL Assistant, 27, seeks permanent post in good Perfumery or Sundries House; 11 years' high-class experience; security or small investment offered. Write 95/15, Office of this Paper.

TRAVELLER, with extensive connection, is open for whole or part-time engagement, Chemists' Sundries, etc.; own car. "Wessex," 97/1, Office of this Paper.

TRAVELLER, 28, experienced, reliable, desires permanent and progressive representative post with well-known house of repute conversant with Pharmaceutical and Proprietary trade; valuable Chemist connection in South and West of England; own car; salary, commission, expenses. 96/39, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN.)

GENTLEMAN, with established connections all over India, desires post as Representative (salaried) with first-class house dealing in Drugs, Chemicals and Pharmaceutical lines. Apply in first instance to L. A. Stronach & Co. (India), Ltd., 27 Chancery Lane, W.C.2.

SEASONAL post (France only) wanted by young qualified Assistant of good appearance and address; some Continental experience. "M.P.S.," 96/37, Office of this Paper.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

FOR SALE.

ASSAYER'S Balance by Wm. Ainsworth, U.S.A., and zinc-covered Counter, 7 ft. x 2 ft. 9 in. x 1 ft. 8 in.; both as new; best offer; inspection arranged. Reply 157/643, Office of this Paper.

MISCELLANEOUS.

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